

## Mitterrand Refuses Reagan Invitation To Allies' Meeting

By Michael Dobbs  
*Washington Post Service*

PARIS — President François Mitterrand turned down Tuesday an invitation from President Ronald Reagan to the leaders of six major industrial nations to attend a meeting in New York this month to

Boato official calls for accord with U.S. over SDI. Page 3.

discuss November's U.S.-Soviet summit meeting.

French political analysts said that Mr. Reagan's invitation had come at an embarrassing time for Mr. Mitterrand, who was due Wednesday to greet Mikhail S. Gorbachev from his first visit to the West as Soviet leader.

France is anxious to stress that it has an independent voice in world affairs and is more than just a loyal ally of the United States.

## Czech Plane Fires at U.S. Copter Over W. Germany

By Michael Weisskopf  
*Washington Post Service*

WASHINGTON — A Czechoslovak military jet crossed into West Germany on Saturday and fired at least two missiles at a U.S. Army helicopter flying a "routine" observation mission near Czechoslovakia's southwest border, Pentagon officials said Tuesday.

The Cobra attack helicopter carrying a two-man crew was not struck and returned safely to its base near Nuremberg without firing back, said Robert M. Sims, a Pentagon spokesman.

The United States filed a "strong protest" with the Czechoslovak Embassy on Monday, Mr. Sims said. The Cobra, he said, had done nothing to provoke "this irresponsible act which endangered the lives of the U.S. crewmen."

The incident was the 17th violation of West German airspace by Warsaw Pact aircraft in the last six months but the first in which missiles were fired at a U.S. aircraft, according to Mr. Sims.

In April 1984, a U.S. Cobra came under missile and cannon attack from two Soviet-built planes as it flew an observation patrol along the West German-Czechoslovak border. The West German border police said later that the helicopter, which escaped damage, apparently had strayed into Czechoslovakia.

A Pentagon official said that Saturday's attack took place over West Germany, near the town of Freyung. He said that intelligence reports indicate that the pilot of the Czechoslovak L-39 jet trainer knew the Cobra had not strayed across the border.

"You have to believe either they're not under positive control or the incident was deliberate provocation," he said of the Czechoslovak pilot.

A State Department official said that the attack reflected the "cat-and-mouse game" played by opposing aircraft patrolling the borders separating Warsaw Pact and NATO nations. There was no indication that the L-39 intended to hit the Cobra, the official said.

"I don't think a chopper would have been too hard to hit if they took aim," he said. "But we need to remind them that we take these things seriously. Maybe next time they won't miss."

Mr. Sims said that the L-39 fired two to four rockets without warning. He said he did not know the type and range of the air-to-air missiles.

### INSIDE

■ In Brazil, democratic groups face a tough struggle against power blocs. Page 2.

■ South African police fought crowds of high school students after a rally. Page 2.

■ Neil Kinnock assailed leftist elements of the British Labor Party. Page 5.

■ Bhagwan Shree Rajneesh, the Indian guru, disowned his sect's own book. Page 6.

■ American Topics column appears on Page 6.

BUSINESS/FINANCE

■ Mexico's lenders agreed to postpone a \$500-million debt payment due Tuesday. Page 11.

■ Richardson-Vicks Inc. agreed to be bought by Procter & Gamble for \$1.2 billion to escape a bid by Unilever. Page 9.



The PLO's headquarters south of Tunis lay in ruins after the Israeli air raid on Tuesday.

## Moslem Group Releases Photos of 4 Soviet Hostages

By Andrew Tarnowski  
*Reuters*

BEIRUT — A Moslem group holding four Soviet embassy officials hostage in Lebanon released photographs Tuesday of them with pistols at their heads and threatened to execute one of the men.

The color photographs and the threat were delivered to an international news agency soon after a source close to the embassy said that the Russians were alive in Beirut.

The statement by a group calling itself the "Liberation Organization — Khaled Ibn al Walid Forces" said:

"We will start carrying out the death sentence on the first hostage at 9 P.M. unless the atheistic campaigns against Islamic Tripoli stop."

Analysts said that Mr. Mitterrand has publicly questioned the usefulness of the summit meetings on several occasions, hinting that France might eventually decide not to take part.

"Reagan's invitation caught Mitterrand in a difficult position," a French diplomat said privately.

"On the one hand, France is always looking for ways of emphasizing its independence while on the other we also complain that the Americans don't consult us enough."

Analysts said that Mr. Mitterrand was not struck and returned safely to its base near Nuremberg without firing back, said Robert M. Sims, a Pentagon spokesman.

The United States filed a "strong protest" with the Czechoslovak Embassy on Monday, Mr. Sims said. The Cobra, he said, had done nothing to provoke "this irresponsible act which endangered the lives of the U.S. crewmen."

The incident was the 17th violation of West German airspace by Warsaw Pact aircraft in the last six months but the first in which missiles were fired at a U.S. aircraft, according to Mr. Sims.

In April 1984, a U.S. Cobra came under missile and cannon attack from two Soviet-built planes as it flew an observation patrol along the West German-Czechoslovak border. The West German border police said later that the helicopter, which escaped damage, apparently had strayed into Czechoslovakia.

A Pentagon official said that Saturday's attack took place over West Germany, near the town of Freyung. He said that intelligence reports indicate that the pilot of the Czechoslovak L-39 jet trainer knew the Cobra had not strayed across the border.

"You have to believe either

they're not under positive control or the incident was deliberate provocation," he said of the Czechoslovak pilot.

A State Department official said that the attack reflected the "cat-and-mouse game" played by opposing aircraft patrolling the borders separating Warsaw Pact and NATO nations. There was no indication that the L-39 intended to hit the Cobra, the official said.

"I don't think a chopper would have been too hard to hit if they took aim," he said. "But we need to remind them that we take these things seriously. Maybe next time they won't miss."

Mr. Sims said that the L-39 fired two to four rockets without warning. He said he did not know the type and range of the air-to-air missiles.

(Continued on Page 5, Col. 3)

tion as Arkady Katakov, the consular secretary; Valery Mirkov, a commercial official; Nikolai Svirsky, the embassy doctor, and Oleg Spirine, the cultural attaché.

Sets of photographs were sent to international news agencies but, in a distribution muddle, each at first received pictures of only three men, with two copies of one of them.

The pictures showed a hand with a cocked pistol at the head of each man. Mr. Svirsky appeared to have a bruise on his right arm.

On Tuesday night, Soviet television called the kidnapping an act of terrorism committed by far-rightists.

The statement by a group calling itself the "Liberation Organization — Khaled Ibn al Walid Forces" said:

"We will start carrying out the death sentence on the first hostage at 9 P.M. unless the atheistic campaigns against Islamic Tripoli stop."

Analysts said that Mr. Mitterrand has publicly questioned the usefulness of the summit meetings on several occasions, hinting that France might eventually decide not to take part.

"Reagan's invitation caught Mitterrand in a difficult position," a French diplomat said privately.

"On the one hand, France is always looking for ways of emphasizing its independence while on the other we also complain that the Americans don't consult us enough."

Analysts said that Mr. Mitterrand was not struck and returned safely to its base near Nuremberg without firing back, said Robert M. Sims, a Pentagon spokesman.

The United States filed a "strong protest" with the Czechoslovak Embassy on Monday, Mr. Sims said. The Cobra, he said, had done nothing to provoke "this irresponsible act which endangered the lives of the U.S. crewmen."

The incident was the 17th violation of West German airspace by Warsaw Pact aircraft in the last six months but the first in which missiles were fired at a U.S. aircraft, according to Mr. Sims.

In April 1984, a U.S. Cobra came under missile and cannon attack from two Soviet-built planes as it flew an observation patrol along the West German-Czechoslovak border. The West German border police said later that the helicopter, which escaped damage, apparently had strayed into Czechoslovakia.

A Pentagon official said that Saturday's attack took place over West Germany, near the town of Freyung. He said that intelligence reports indicate that the pilot of the Czechoslovak L-39 jet trainer knew the Cobra had not strayed across the border.

"You have to believe either

they're not under positive control or the incident was deliberate provocation," he said of the Czechoslovak pilot.

A State Department official said that the attack reflected the "cat-and-mouse game" played by opposing aircraft patrolling the borders separating Warsaw Pact and NATO nations. There was no indication that the L-39 intended to hit the Cobra, the official said.

"I don't think a chopper would have been too hard to hit if they took aim," he said. "But we need to remind them that we take these things seriously. Maybe next time they won't miss."

Mr. Sims said that the L-39 fired two to four rockets without warning. He said he did not know the type and range of the air-to-air missiles.

(Continued on Page 5, Col. 3)



The Soviet arms negotiator, Viktor P. Karpov, with crossed fingers in Geneva on Tuesday.

## Soviet Says U.S. Fails to Reply Positively on Arms

By James M. Markham  
*New York Times Service*

GENEVA — The chief Soviet negotiator at the Geneva arms talks accused the United States on Tuesday of failing to respond positively to what he called a balanced and comprehensive proposal for the reduction of nuclear weapons.

In an unusually lengthy conversation with journalists before Tuesday's special plenary session, Viktor P. Karpov, the chief Soviet delegate, said his government's proposal could be the basis for further discussions and decisions.

"So what we need for progress is that the American side change the attitude towards the discussions," said Mr. Karpov, who spoke in English inside a Soviet residential compound here. "And we'll take a stand that will allow both delegations to work together, having in mind the same aim — preparing concrete practical results."

Mr. Karpov outlined the new Soviet offer Monday and gave further details Tuesday in a 90-minute meeting with the American delegation, led by Max M. Kampelman. Much of Tuesday's session was understood to have been devoted to a reiteration of known Soviet positions, including a call for a ban on

the further deployment of nuclear weapons.

Mr. Karpov denied Tuesday that the proposal was tilted to favor the Soviet side. "It's as balanced as I'm standing on my feet," he said. "It covers all three areas of the discussions and it's well balanced."

■ U.S. Assays Soviet Offer

Earlier, Hedrick Smith of *The New York Times* reported from Washington:

U.S. officials said that the Soviet proposal to reduce U.S. long-range and medium-range offensive weapons by 50 percent, while offering a parallel reduction that would cover only Soviet long-range weapons, made such cutbacks conditional on a ban on research into space-based defenses — which the Soviet Union calls "space strike weapons" — and a ban on testing or deployment of space-based defenses or anti-satellite weapons.

The officials here said the proposal was regarded in Washington as a retreat from recent indications — in a *Time* magazine interview with Mikhail S. Gorbachev, the Soviet leader, and comments to a group of U.S. senators visiting Moscow — that the Kremlin might accept basic laboratory research on anti-missile defenses.

Mr. Karpov outlined the new Soviet offer Monday and gave further details Tuesday in a 90-minute meeting with the American delegation, led by Max M. Kampelman. Much of Tuesday's session was understood to have been devoted to a reiteration of known Soviet positions, including a call for a ban on

the further deployment of nuclear weapons.

Mr. Karpov denied Tuesday that the proposal was tilted to favor the Soviet side. "It's as balanced as I'm standing on my feet," he said. "It covers all three areas of the discussions and it's well balanced."

■ U.S. Assays Soviet Offer

Earlier, Hedrick Smith of *The New York Times* reported from Washington:

U.S. officials said that the Soviet proposal to reduce U.S. long-range and medium-range offensive weapons by 50 percent, while offering a parallel reduction that would cover only Soviet long-range weapons, made such cutbacks conditional on a ban on research into space-based defenses — which the Soviet Union calls "space strike weapons" — and a ban on testing or deployment of space-based defenses or anti-satellite weapons.

The officials here said the proposal was regarded in Washington as a retreat from recent indications — in a *Time* magazine interview with Mikhail S. Gorbachev, the Soviet leader, and comments to a group of U.S. senators visiting Moscow — that the Kremlin might accept basic laboratory research on anti-missile defenses.

— from a 1973 letter

"It was the best place to be, thought Wilbur, this warm delicious cellar, with the garrulous geese, the changing seasons, the heat of the sun, the passage of swallows, the nearness of rats, the sounds of sheep, the smell of spiders, the smell of manure, and the glory of everything."

— from "Charlotte's Web"

## Israeli Planes Destroy PLO Headquarters in Tunis; At Least 30 Die

Compiled by Our Staff From Dispatches

TUNIS — Israeli jets destroyed the Palestine Liberation Organization headquarters Tuesday in retaliation for the murders Sept. 25 of three Israelis in Cyprus.

Yasser Arafat, the chairman of the PLO, was not injured. He had returned Monday night from Morocco but was not at the three-building compound in the Tunis suburb of Bori Cedra when the jets attacked, a Palestinian source said.

The president, asked whether U.S.-manufactured planes were involved, said: "I'm not going to comment on that at all and I don't know. I don't know the facts."

Asked whether the Israeli had chosen the "responsible people" in their air raid, the president said, "I've always had great faith in their intelligence."

staff said that 30 to 50 people were killed and more wounded.

General Levy also indicated that Mr. Arafat was a target, saying Israel knew that he was expected at the scene at the time of the attack.

President Ronald Reagan said in Washington after the raid that nations have the right to retaliate against terrorist attacks "as long as you pick out the people responsible."

The president, asked whether U.S.-manufactured planes were involved, said: "I'm not going to comment on that at all and I don't know. I don't know the facts."

Asked whether the Israeli had chosen the "responsible people" in their air raid, the president said, "I've always had great faith in their intelligence."

It was the deepest Israeli penetration raid into Arab territory and the most distant operation since the air force rescued Israeli held in Uganda in 1976.

Witnesses said six to eight jets took part, but Israeli authorities refused to confirm the figures. Officials said that the planes flew a 1,500-mile (2,500-kilometer) round trip and refueled in mid-flight.

Mr. Arafat later toured the devastated site but would make no comment. According to a report from the Kuwait press agency in Tunis, Mr. Arafat narrowly escaped death, changing his mind about visiting the headquarters minutes before the Israeli jets swooped down.

At least one of the dead was a member of Force 17, Mr. Arafat's elite bodyguard. Israel blamed Force 17 for the murders Sept. 25, the Jewish holy day of Yom Kippur, of two men and a woman aboard an Israeli yacht anchored at Larnaca, Cyprus.

Israeli gunmen who said that they were fighting for the Palestinians surrendered after the killing of them was a Briton.

According to the Histadrut labor federation, today in Tel Aviv, Prime Minister Menachem Begin said: "We will not let the Larnaca affair and the other give us a negative image."

The Tunisian government requested a session of the United Nations Security Council to condemn the attack.

In Luxembourg, European community foreign ministers condemned the raid and endorsed the president of the summit council to meet a

## In Brazil, Democratic Groups Face Tough Struggle Against Entrenched Power Blocs

By Alan Riding  
New York Times Service

RIO DE JANEIRO — When the armed forces stepped down in Argentina in December 1983, and in Uruguay 15 months later, the political parties of coup days immediately reappeared. Congress came alive, and something that could be recognized as the democracy of yore returned.

But when 21 years of Brazilian dictatorship ended in March, neither the tradition nor the structure of party politics was ready to fill the vacuum. There was hardly a memory of democracy.

Only Brazilians at least 45 years old could have voted for a president, and no pre-1964 parties survived. Many people here seemed unsure of what to expect.

As a result, six months after the

change, Brazilians are enjoying considerable political freedom, but the entrenched power of the military, business and bureaucratic elites barely has been touched. The country's democratic institutions have been too weak to begin generating significant reforms.

Moreover, the country has recently witnessed the spectacle of a knockdown battle between Congress and the press, the democratic institutions that had suffered most during the dictatorship. Newspapers have portrayed Congress as crowded with lazy, overpaid, and even corrupt politicians, while congressional leaders have accused journalists of promoting a new coup by undermining democracy.

Among the political parties, it is as if former allies against the dictatorship now were free to be enemies. Rather

than growing in strength and authority, the five parties that existed when the military left office have broken into squabbling factions, while 25 new and invariably minuscule parties have appeared, revolving more around the ambitions of individual politicians than ideals or voter interests.

Optimists argue that the complex task of constructing Brazil's first authentic democracy now is under way, with new, more representative forces likely to emerge from local and national elections scheduled over the next three years.

But not a few skeptics have concluded that, in the words of the popular playwright Dias Gomes, "the new system is the old system with a face lift."

In reality, the armed forces skillfully prepared the ground to avoid a sharp break with the past. For example, a 1979

general amnesty at first seemed to benefit only former guerrillas. But it now protects military officers held responsible for human rights abuses from facing the kind of charges that were brought

candidate, Tancredo Neves, because it felt confident he would not be indicted.

To win, Mr. Neves formed a Democratic Alliance between opposition groups and dissidents who left the ruling party and joined him. This meant that his cabinet was crowded with faces that, in the eyes of the public, had long been identified with the dictatorship.

When the 75-year-old president-elect died before taking office, it was his running mate, the former head of the pro-military Democratic Social Party, José Sarney, who succeeded him.

While enjoying considerable popularity, however, Mr. Sarney has lacked the power to maintain the Democratic Alliance as a functioning coalition. Campaigning is under way for crucial municipal elections in state capitals in

November, and many ministers who supposedly are working together in government are fighting each other on the hustings.

Without a strong executive, many of the characteristics of pre-1964 politics have again surfaced. A function of Brazil's vastness, regional competition for power has intensified, with many states resentful of the dominance of people from São Paulo, the largest city.

In the absence of strong parties "caudillo" politics, built around well-known personalities, also has returned, with a former president, Jânio Quadros, and the governor of Rio de Janeiro state, Leonel Brizola, each winning an audience with populist messages.

But this old-style politics seems out of place because, in contrast to the experiences of Argentina and Uruguay, Bra-

zil's ruling officers dramatically modernized and expanded the country's economy.

Meanwhile, the population doubled and the country's vast interior was opened up. Now, the eighth largest economy in the West is coexisting with an antiquated and, in some regions, even feudal political system.

While political parties have awakened little popular enthusiasm, new forms of organization are appearing. The labor movement has flexed its muscles with several recent strikes. Tens of thousands of neighborhood associations and church-linked "base communities" are mobilizing poor and middle-class people to raise their voices for the first time. But it is too early to tell whether this grassroots democracy can eventually influence the way Brazil is governed.

## U.S. Lowers Estimate Of Soviet Plane's Range

By Michael R. Gordon  
New York Times Service

WASHINGTON — The Defense Intelligence Agency has significantly lowered its estimate of the range of a Soviet bomber that has figured in the Geneva arms talks, according to Reagan administration officials.

Administration experts said Monday that the new estimate reinforced the contention by some arms control proponents that the TU-26 bomber, better known in the West as the Backfire, was designed to attack ships and targets in Europe and Asia, not in the United States.

The lower estimate raises questions about the administration's decision to treat the Backfire as part of Moscow's long-range nuclear arsenal in the Geneva talks.

But some administration officials said they expected the United States to keep its position that the Backfire should be limited by any future arms control agreement because the Soviet Union could add to the bomber's refueling capacity.

The potential threat of the Backfire to the U.S. mainland was debated in the late 1970s by supporters and opponents of the 1979 treaty to limit strategic nuclear arms.

The Backfire was not defined as a "heavy bomber" in that treaty. In return, the Soviet Union assured the United States in a side agreement that the production rate of the bomber would not exceed 30 a year, and that Moscow would not give the Backfire the capacity to carry out intercontinental missions.

During the treaty debate, Carter administration officials said that the bomber's ability to carry out intercontinental strikes was limited. They also maintained that an effort to classify the Backfire as a strategic bomber would lead the Soviet Union to step up its demands for limits on American aircraft based in Europe, a restriction opposed by the United States.

But critics of the 1979 treaty said that the Backfire should be treated as a heavy bomber. They said the plane could carry a heavy load of weapons to attack the United States and then return to the Soviet Union or land at Cuban airfields.

Adding fuel to the controversy was a split between the Defense Intelligence Agency and the Central Intelligence Agency over the Backfire's range. The CIA took the less extensive view of the bomber's range and armament.

The Soviet Union insisted throughout the treaty talks and since that the bomber lacked the range to mount a credible threat to the United States. The Reagan administration's position at the Geneva arms talks has been that the

### Italy's Inflation Rises 0.4%

Reuters

ROME — Inflation in Italy rose 0.4 percent in September after a 0.2-percent increase in August, the official statistics institute, ISTAT, reported Tuesday. The year-to-date rise for September was 8.3 percent, compared with 8.6 percent in August.

Reagan administration officials had no immediate comment on Mr. Papandreou's accusations.

Mr. Papandreou said last week that Mr. Mitsotakis' charges were intended to destabilize democracy in Greece and to undermine his government's independent foreign policy. He also implied that the United States was behind the re-ports of widespread spying.

Sources close to the case say that Mr. Bokhan is providing valuable information on the Soviet spying network in Greece and elsewhere.

The information, they said, will be passed on to Greek officials on a gradual and selective basis because of a lack of trust in the

### Sparrow Species Is Cut to 2

The Associated Press

ORLANDO, Florida — One of only three remaining dusky seabirds known to exist died, bringing the fragile species one step from extinction, said experts at Walt Disney World.

General Babangida says the government will look into whether oil could be used to finance industrial and technological developments on a project-by-project basis.

The use of barter covering a wide range of products and several nationalities was started by the government of Major General Mohamadu Buhari, who was removed in the recent coup.

General Babangida also promised, without giving details, that next year he would announce a program for Nigeria's political future. This has been seen in the past as a hint of an eventual return to civilian rule.

General Babangida, however, placed immediate priority on economic recovery.

"This emergency period will require strong belt-tightening not unlike what was experienced during the civil war," he said, alluding to the Biafra hostilities of 1967-70. Under his plan, the government



SAFE SMILE — Klaas de Jonge, who is sought by South Africa on charges of smuggling arms to black guerrillas, smiled from a window of the Dutch Embassy in Pretoria on Tuesday. Embassy officials denied that the police removed Mr. de Jonge, who has had sanctuary since July, when the building's lease expired Tuesday.

## South African Police Fight Student Protesters

The Associated Press

JOHANNESBURG — South African police fought crowds of high school students who threw rocks after a rally Tuesday, and tens of thousands of young protesters boycotted classes in Cape Town's mixed-race districts.

Battles between police and students followed a rally by 4,000 young people at the University of the Western Cape, journalists said.

Reporters at the university campus in Bellville, east of Cape Town, said police fired tear gas into university buildings and one youth was shot in the leg. Skirmishes continued into the late afternoon.

Student leaders decided at the rally to urge a return to schools on Wednesday to debate at each site whether to continue the boycott, but not to attend classes.

The government announced a ban on all such meetings at mixed-race schools.

Despite government pleas, students boycotted the schools when they opened Tuesday for the first day of the final term.

Authorities closed 464 schools

on Sept. 6 after two weeks of rioting that left at least three dozen people dead. The action threw more than 360,000 pupils out of classes.

Police headquarters in Pretoria reported unrest in Cape Town and seven other areas late Monday and early Tuesday. Two blacks were burned to death by mobs, and police shot and killed a third man in a rock-throwing crowd, police said.

From Lusaka, Zambia, the outlawed African National Congress guerrilla group claimed responsibility for three bombs that went off in department stores in central Durban last Friday. It said they were part of a campaign "to take the struggle to the white areas."

No one was hurt in the explosions, which came just after closing time.

The government announced a ban on all such meetings at mixed-race schools.

Foreign Minister Hans-Dietrich Genscher's reservations about signing a agreement have widely circulated.

Mr. Genscher, according to official sources, fears that over West German participation might burden the Soviet-U.S. talks on arms reduction in Geneva and hamper Bonn's attempts to broaden discussions with Eastern Europe. The foreign minister is also known to believe that the U.S. program could become an issue in national elections to be held in 16 months.

Mr. Teitschik, who is one of the chancellor's closest advisers, praised the U.S. program for having prompted the latest Soviet proposals for a reduction in offensive missile systems. He said Bonn had serious reservations about the Soviet demand that the United States renounce its anti-missile system for a genuine share in national power.

Chief Gathu Buthelezi, the Zulu leader, said, "If his brand of power-sharing is a fact of life in South Africa then we will be committed to an upward spiraling of violence and continued unrest."

In the speech to a congress of his National Party in Port Elizabeth, Mr. Botha said the party was working to dismantle some elements of apartheid. But he emphasized that the rights of whites and other minorities had to be protected, and suggested a kind of federal system with rights for the different races in their own areas.

The address was devoid of the defiant language that has characterized other recent speeches.

The influential Business Day newspaper said his remarks were "undoubtedly the most positive statement of reform he has yet made."

"But words are no substitute for action," the paper added.

The proposal to include blacks

in the government's Council of

Ministers is unlikely "to put out any fires in Soweto, or, for that matter, convince overseas banks to reopen credit lines to South Africa," it said.

In Washington, the chief White House spokesman, Larry Speakes, said Tuesday that it was too early to judge the significance of his speech but that the Reagan administration welcomed those portions of the speech that "touch on central issues of political reform, although it remains unclear as to how they are to be negotiated and implemented."

Mr. Speakes said that Mr. Botha had "reiterated his commitment to reform, he has spoken clearly about the goals of common citizenship and a universal franchise for all in a united South Africa and has expressed his willingness to negotiate with a broad range of black leaders over these and other issues."

The security adviser also alluded to the petitions by American scientists opposing the U.S. research. He said the Soviet Union had been conducting research into anti-ballistic weapons systems for two decades.

"It is not known to me that in the last two decades there have been protests by scientists and others against this Soviet research program."

West German industry, he said, is particularly interested in a

accord with the United States to regulate such issues as technology sharing, patents and pricing for Pentagon contracts.

The government also planned to

raise money by selling off its holdings in state-run companies and agencies.

Priory would be given to en-

couraging agriculture, with rice and

corn imports banned as part of

efforts to switch from dependence

on imported food toward self-suffi-

ciency.

Nigerians are locked in an inter-

nal battle over whether to accept

aid funds by selling off its hold-

ings in state-run companies and

agencies.

Priory would be given to en-

couraging agriculture, with rice and

corn imports banned as part of

efforts to switch from dependence

on imported food toward self-suffi-

ciency.

Published reports said that the

White House chief of staff, Donald

T. Regan, wanted her to resign

from her job and had arranged for her to be offered the ambassadorship,

which is vacant.

Mrs. Heckler, 54, was one of two

women in Regan's cabinet. The other is Transportation Secretary

Elizabeth H. Dole.

A lawyer and former congress-

woman, Mrs. Heckler was named

to head the department in January

1983. She had been defeated by

Rep. John D. Dingell in the

Michigan congressional election

in 1982.

Published reports said that the

White House chief of staff, Donald

T. Regan, wanted her to resign

from her job and had arranged for her to be offered the ambassadorship,

which is vacant.

Mrs. Heckler, 54, was one of two

women in Regan's cabinet. The other is Transportation Secretary

Elizabeth H. Dole.

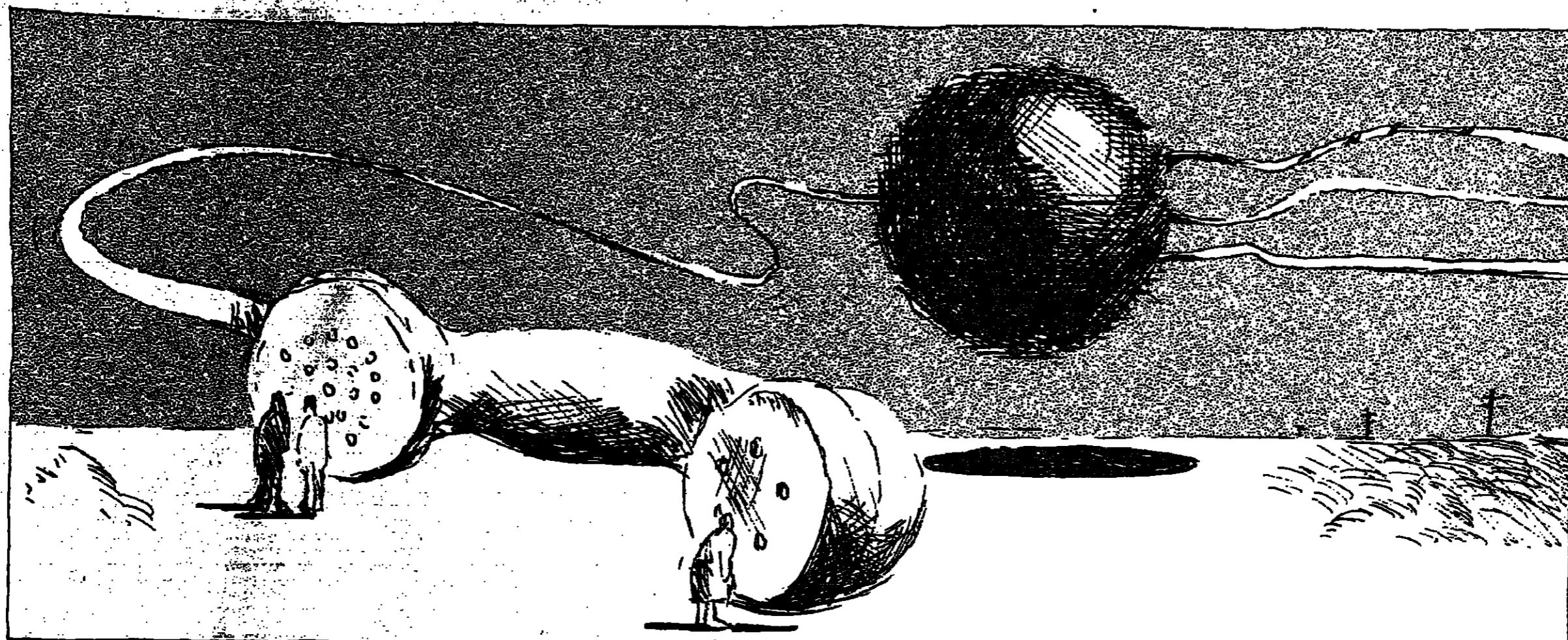
A lawyer and former congress-

woman, Mrs. Heckler was named

to head the department in January

1983. She had been defeated by

Rep. John D. Dingell in the



# Your international computer system is installed. Just pick up the phone.

If your company operates in several countries, International Business Services from IBM is on the line for you.

**I**nternational Business Services (IBS) offers you an established international data management system, based on the latest IBM computers, easy-to-use software and fast, efficient communication links.

Organised for you by experienced support personnel, it's a tailor-made solution to international business problems. With valuable savings in the cost, time and complexity of installing and setting up a system of your own.

Call on IBS and you'll soon have your operations in different countries talking on the same wavelength.

Enabling each location to share and use exactly the same information.

**S**o that you'll quickly discover how you can manage your business better.

Country by country.  
Location by location.

Providing, for example, more efficient coordination of international product development, procurement and manufacturing.

Tighter control of cash-flow.

Faster handling of international orders.

Easier methods of keeping track of stocks and sales – or sharing market research statistics – right across your operation.

In short, keeping control of all information needed to adjust to changing market conditions – wherever and whenever they occur.

IBS specialists are trained to analyse your particular business requirements in each country and recommend effective solutions.

**F**or example, helping link your own national DP systems together.

Furthermore, everybody can share the same flexible software – Application System (AS) – just one of the products available from IBS.

Each member of staff, wherever based, can use AS in his own national language, further increasing efficiency in the fast-paced

world of international business.

If you operate anywhere in Europe, IBS can help everyone in your company communicate more effectively.

**A**nd if you're thinking of expanding to the U.S. or Japan – or, indeed, any key business centre in the world – you'll find we can offer the right information services.

For more information send us the coupon or phone Information Network Services direct.

Our lines are always open.

For further details call :

Austria	(0222) 2610 ext. 2276/2736
Belgium	(02) 720-5180
Denmark	(02) 88 55 11 ext. 3776
Finland	(90) 525-93-01
France	(1) 776-4343 ext. 6751
Germany	(0711) 669-5569
Italy	(02) 6762 ext. 4053
Netherlands	(079) 25 31 20
Norway	(02) 11 00 70 ext. 318/319
Sweden	(08) 793-4367
Switzerland	(01) 62 70 70 ext. 6803
Spain	(01) 431-4000 ext. 4547
United Kingdom	(01) 747-0747

Or write to :

Information Network Services – Europe, Avenue Louise 523,  
1050 Brussels, Belgium.

Name : \_\_\_\_\_

Company : \_\_\_\_\_

Position : \_\_\_\_\_

Address : \_\_\_\_\_

\_\_\_\_\_

Tel. : \_\_\_\_\_

**IBM**

IBS offerings are provided by  
Information Network Services from IBM.

# Herald Tribune

Published With The New York Times and The Washington Post

## The Arms Control Tangle

In their somewhat disingenuous presumptuous maneuvers, Ronald Reagan and Mikhail Gorbachev have already framed the arms control issues they confront. They have not yet colluded, but someone is going to have to do so.

Contrary to Soviet pretensions, a meaningful reduction of nuclear arms needs to be measured not just in total warheads — whether 50 percent or 40 or 60 — but by the types of weapons each side would retain. Even halving the number of poised warheads, as Moscow suggests, would not alter the power and vulnerability of each side. Indeed, if the ratio of warheads to missiles is not also reduced, the perverse result could be greater instability.

And contrary to American assertions, restraint on offensive weapons cannot be divorced from President Reagan's commitment to a space-based "star wars" missile defense. Unrestrained pursuit of a defense can also upset the strategic balance.

In the Anti-Ballistic Missile treaty, both sides accept anti-missile research and a prohibition on deployment and much testing of anti-missile defenses. But that treaty can be canceled on a mere six months' notice. Its ban on certain radars has already been eluded, most conspicuously by the Soviet Union. Its ban on testing, notably in space, are challenged by America's "star wars" program.

That confronts the summit meeting with three questions, the first overriding the others:

• What is the relationship of offense and defense? The president favors drastic reductions in offense while both sides learn as much as they can about potential defense. Indeed, he would begin even now to "look at" what mix of defense and offense might eventually be desirable. Mr. Gorbachev says that unless space weapons are firmly prohibited, "nothing else will work." He will not negotiate to permit defensive space weapons or their testing.

Whether one fears or hopes for "star wars," a linkage between offense and defense seems unavoidable. The more plausible any defense, the greater the pressure to counter it with

greater offense. So if offensive weapons are to be reduced, either Mr. Gorbachev must prevail with firm limits on "star wars" or Mr. Reagan must win approval for both sides to seek an agreed mix of offense and defense, revolutionizing strategic doctrine.

As long as that quarrel festers, no further negotiations are likely to succeed. Settle it, and two major issues remain.

• What is the shape of future offense? Counting warheads and not just the vehicles that carry them is progress, but numbers alone cannot define stability. When a single Soviet missile (or a future U.S. missile) carries 10 warheads, it can in theory knock out five enemy missiles, giving the first attacker an enormous advantage. If the Russians were to dismantle one missile's 10 warheads while the United States, to give up 10, had to disarm three or four missiles, the Soviet edge would greatly increase.

As the United States contends, the ratio of warheads to vehicles is of paramount importance. Reducing the offense depends on a willingness to relieve first-strike anxieties.

• How to define restraint on offense? Since research on defense is desirable (and in any case unverifiable), and deployment is acknowledged to require negotiation, where is the boundary between them? Mr. Gorbachev argues persuasively that after tens of billions of dollars are invested in "mockups or test samples," major testing will be irresistible. He wants a barrier at the laboratory door. Mr. Reagan favors research and design, including what he calls "permissible" testing under the ABM treaty, right to the edge of deployment.

If the promise of limiting the offense were sufficiently great, it would surely benefit both the United States and the Soviet Union to agree on explicit schedules for any work on defense and to require, say, five years' notice of any significant deployment. Without such limits on defense, the race for more offense as well as defense looks to be unstoppable.

— THE NEW YORK TIMES.

## When Protectionism Is Better Than 'Voluntary' Restraints

By W.R. Wilson

C OATESVILLE, Pennsylvania — To understand the frustration that fuels the protectionist fervor in Congress, it is instructive to examine why voluntary restraints on imports favored by President Reagan do not help American industry. The case of steel producers is a good lesson.

Charles Blum, a U.S. trade negotiator, said this month that the 14 voluntary restraint agreements negotiated this year with foreign steel makers gave "the American steel industry a chance — probably its last chance — to put its house in order." He said: "The monkey is now on the back of the domestic industry."

But these voluntary restraints have offered more monkey business than real relief, even where modernized and restructured steel companies — those that have already put their houses in order — are concerned.

One year ago, President Reagan derailed an attempt by Congress to impose quotas on steel imports. Mr. Reagan pressed for voluntary restraints on imports that would reduce imports to 18.5 percent of the domestic market. In response, the steel industry agreed to drop its legal efforts to end unfair trade despite a finding by the U.S. International Trade Commission that domestic steel makers had been injured by imports.

Nevertheless, the president's trade enforcers, through an array of exceptions, delays and compromises, have managed to snatch failure from the jaws of success. The administration's program is not working, for these reasons:

First, overall import levels have not declined in the way the administration promised. Through the middle of 1985, steel imports were still skimming 26 percent of America's domestic market, some 7.5 percentage points above the level the president targeted last year. Each percentage point represents roughly a million tons of steel, and, according to the Congressional Research Service, for every million tons that are imported, 9,400 Americans jobs in steel and related industries are lost.

The chief culprit is the so-called front-end loading process. In anticipation of the import restrictions, foreign producers saturated their order books. U.S. negotiators let them fill these last-minute orders by loading exports in the first years of the five-year arrangements.

A second reason the program has not worked is that every time an unfair exporter is brought under control, another abuser takes its place. The administration has negotiated arrangements with 14 steel-producing countries, but imports in the first half of this year came from 76 countries, including 18 without steel mills.

By far the largest increase has come from the East Bloc. With respect to steel plate, for example, Romania, East Germany, Poland, Hungary, Czechoslovakia and Yugoslavia accounted for 35.6 percent of total imports through June 1985, up from 2.6 percent in the 1984 period.

Even people who argue that trade relationships with the European and Japanese allies justify some sacrifice of U.S. jobs find it hard to profit so handsomely at America's expense.

Perhaps the program's greatest deficiency is that it undermines a guiding principle of steel stabilization — that import relief would enable American industry to modernize in order to compete more effectively with foreign steel makers.

The president's program has the opposite effect: Companies that have already paid the price of modernization are being hurt the most.

Consider the Lukens Steel Co., a Pennsylvania corporation with annual sales of \$300 million. Since 1979, Lukens has streamlined its operations by cutting the salaried work force in half, increasing furnace productivity by 150 percent, reducing energy use by 24 percent and improving worker productivity by more than 23 percent. It uses the most modern electric furnaces.

Lukens' chief products are carbon-plate steel and a higher valued alloy-plate steel. When President Reagan restricted exports, his trade negotiators did not differentiate between carbon and alloy plates, thus allowing foreign mills to fill their import allotments with a greater percentage of high-value, alloy-plate products. The effect on the domestic alloy-plate market has been dramatic: Import penetration of alloy-plate steel has risen from 7.9 percent in 1983 to the current



By Ossie in Exile (Mexico City). C&W Syndicate.

## To Stabilize U.S.-Soviet Relations

By Evgeny Chossudovsky

*This is the second of two articles.*

G ENEVA — Beyond issues of arms control at next month's summit meeting, the initiation of a dialogue on the wider aspects of international security could offer a far-reaching opportunity for a more fundamental reassessment of the whole U.S.-Soviet relationship.

Searching thought should be given to how the nature of the relationship between the two nations, on which so much depends, could be divested of its seemingly built-in instability, so that it could evolve in a regulated manner within a rational framework.

Why did the first of the "basic principles" that Presidents Brezhnev and Nixon agreed on in 1972 link the notion of "peaceful co-existence" with the "nuclear age"? Is it because, as some have argued, the atom bomb is an ultimate and hence "unnecessary" weapon that allows peace to be kept by mutual deterrence? True, there has been no war in Europe for four decades. But, as a recent statement of the Pugwash executive committee of scientists reminds us, a few hundred invulnerable weapons would have been more than enough to assure deterrence. The tens of thousands of nuclear weapons that each country now has have increased the probability of nuclear war.

The international scientific community is pretty well unanimous about the holocaust such a war would produce. Millions of ordinary people are beginning to understand the dark peril that surrounds them.

In the light of revelations of situations in which resort to nuclear arms was considered more or less seriously, one must wonder whether the assertion that these arms are "unnecessary" can continue to stand.

Distinguished scientists, thinkers and public figures in the West have urged decision-makers to acknowledge and ponder the material possibility of an end to human civilization. Virtually identical views have been expressed in the Soviet Union.

An article entitled "Interests of Humanity and World Policy," published in April in the Soviet journal World Economy and International Relations, argued — using a Marxist approach — that the interests of humanity (universal concerns) form a new category in policy formation that cuts across national, state and class interests. And at the UN General Assembly's 1982 session on disarmament, the Soviet Union stated that "no contradiction between states or groups of states, no differences in social systems, ways of life or ideology, no transitory interests can overshadow the fundamental need, common to all peoples, to preserve peace.

Mikhail Gorbachev, in his address last December to the British House of Commons, said that "the nuclear age indefinitely calls for a new political reasoning." And in his Time magazine interview he spoke of the need for both sides "to switch our mentality and our mode of acting from a warlike to a peaceful track."

This notion of the universal interests of humanity could give a new political and moral dimension to the U.S.-Soviet relationship and become a unifying force. The two major powers might, after reflection, decide not just to concert their actions but also, together with the other declared nuclear powers, to join forces with other states on the basis of equality so as together to ensure the common security and survival of human society.

The attainment of genuine global security implies, of course, ultimate agreement on balanced cutbacks of nuclear and conventional arsenals until complete disarmament is achieved under the strictest possible international control, including direct verification as appropriate. Concerted action toward this goal could have valuable by-products, including a badly needed stepping up of U.S.-Soviet cooperation on tackling other global problems of survival, such as environmental protection, resource management and the fight against hunger and disease.

On the political plane, a much greater measure of consultation and peacekeeping, including UN-sponsored operations, could aim to prevent or help resolve destabilizing regional conflicts.

U.S.-Soviet talks on limitations of arms transfers to other countries should be resumed and expedited. A *groupe de réflexion* might be set up to study the consequences of growing interdependence, including the part played by scientific progress in international relations.

By thinking and proceeding along these lines, even if at first somewhat cautiously, the two leaders could assure that their Geneva meeting and its preferably regular sequels would leave an indelible mark on history.

The writer, a Soviet citizen, is a former senior official of the United Nations and now a fellow of the UN Institute for Training and Research. He contributed this comment, which reflects solely his own views, to the International Herald Tribune.

## South Africa: Five Years Nearer to an Eruption

By Peter Grothe

M ONTEREY, California — A visitor returning to South Africa after a five-year absence is reminded of the story of the old fellow who heard the clock strike 13 and said, "It's never been this late."

When I was in South Africa in 1980, giving guest lectures at universities, a highly respected Western diplomat told me that the most likely model for change in South Africa was not Mount St. Helens but rather a boiling cauldron.

In his view, a large and sudden eruption was unlikely. What he expected instead was limited black violence that would be met by repression from the government, followed by limited accommodation and then a period of relative quiet. A series of such cycles of violence, repression and limited accommodation would, he thought, take place over a period of years until fundamental change had been accomplished.

At the time, I found this prediction plausible. It may still be, but my recent trip suggested that the Mount St. Helens metaphor is perhaps more appropriate now than it was then.

The returning visitor finds significant differences between South Africa in 1980 and 1985.

First, unlike five years ago, blacks now feel a genuine sense of power and a decreasing reluctance to use it.

Many blacks recognize that the South African Army and police are the strongest in Africa and that, in a violent confrontation, blacks would come out the losers. Nevertheless, many militant young blacks are ready for violence — including violence in white areas. Perhaps more important, the power to withhold one's labor and to boycott white stores gives blacks enormous economic clout, and they are now aware of it.

Second, the perceptual gap between ruling Afrikaners and blacks has widened. Whites point with pride to abolition of some of the worst aspects of apartheid — many of the better hotels and restaurants have been desegregated, for instance, the mixed-marriage law has been abolished and many blacks are being promoted to middle-level jobs. Many Afrikaners speak about the enormous significance of these changes and the sacrifices they have made. The black view has summed up this way by a resident of Soweto: "That's nothing but cosmetics. I'll only be satisfied when I get the vote."

Blacks and Afrikaners also have different timetables for change. Members of the government talk about gradual, long-range solutions. The patience of the blacks is wearing

thin. They want one man, one vote — and they want it now. The Reverend Beyers Naude, the general secretary of the South African Council of Churches, told me: "My fellow whites have no idea of the deep sense of outrage in the black townships."

Third, five years ago the economy was strong. Now it is in turmoil. Many white business leaders, terrified by economic alarm signals and by the specter of foreign banks refusing to roll over their short-term loans, have urged the government to release Nelson Mandela, negotiate with the banned African National Congress and immediately dismantle the apartheid system. This would have been unheard-of even a few months ago.

Fourth, Afrikaners — once called "the white tribe of Africa" — are no longer united. A significant and vocal minority has bolted the ruling Nationalist Party and formed its own party, the Conservative Party. Many observers see this faction, which argues against all concessions to blacks as a constraint on President Pieter Botha's announced intentions of reform.

Fifth, there have been perceptible shifts in the attitudes of many whites in the last five years. The Afrikaner students I met seemed to be troubled and searching. Most seemed to hold views more liberal than those of their parents' generation. English-speaking students, who have traditionally held more liberal views than Afrikaners, have gone even further. Many of them now seem willing "to put their bodies on the line" as they did last month when hundreds of demonstrating Cape Town University students were whipped and tear-gassed by police. Further, many more English-speaking whites are now considering emigration. One English-speaking businessman told me: "More than half of my friends are planning to leave the country."

Sixth, there are growing fissures between blacks. Militant young blacks are becoming increasingly impatient with the moderate views of their parents' generation and with moderate leaders such as the Zulu chief, Gatsa Buthelezi, and Bishop Desmond Tutu. And the government continues to jail or ban moderate blacks, causing young militants to see no recourse but violence.

Seventh, although Mr. Botha denies it, it is quite clear that white South Africans are much more sensitive to outside political and economic pressures than they had been. This would suggest that President Reagan's tranquilizing statements about the Botha government having substantially solved its problems represent a wrong strategy, badly timed.

Eighth, blacks are experiencing what the American historian Crane Brinton once called "the revolution of rising expectations." The Zimbabwe experience and other events have given blacks the expectation that the complete dismantling of apartheid is within reach — not for their grandchildren but for them.

Finally, in the fall of 1980, President Jimmy Carter was extremely unpopular with South African whites and extremely popular with blacks. In sharp contrast, Ronald Reagan is extremely popular with whites and arguably the most unpopular president in American history with blacks.

What conclusions can one draw? The cauldron may continue to simmer, more or less quietly, for some time to come. Yet most of the trends I noticed suggested that a volcanic eruption becomes more and more likely with every passing month.

In Alan Paton's classic novel, "Cry, the Beloved Country," a black South African clergyman says about whites, "I have one great fear in my heart — that one day when they are turned to loving, they will find that we are turned to hating." It strikes me now as a sadly accurate prophecy.

The writer is a professor of international policy studies at the Monterey Institute of International Studies, a private school. He contributed this comment to The New York Times.



## LETTERS TO THE EDITOR

### East-West Stone Throwing

Regarding "U.S. Is Blind to Europe's Instability" (Sept. 16):

Let us gladly agree with William Pfaff that in Eastern Europe "the Soviet position is fundamentally weak, resting on the presence of Soviet troops." Now, can we ask Mr. Pfaff to take the next step and tell us what Washington should do?

Remember that up to now we Americans have sat on our hands while East Europeans sent signals of their discontent. Two examples are the East German uprising and the "Prague spring," both put down with Soviet tanks. Again, it took not one superpower, but two, to accomplish the Berlin Wall; one to let it rise, the other to fail to half its construction.

So it is to be feared that Mr. Pfaff will likely run up against the melancholy insight that Americans are not in a position to throw stones. As long as the U.S. administration challenges the rights of its small Latin American neighbors to self-determination, we Americans are not going to be able to get tough about a Soviet "sphere of influence" in Eastern Europe.

ALLAN YAHRAES.

Bonn.

Mr. Pfaff depicts the Europeans as persistently aware of the dire instability of the Soviet bloc, in contrast to the fatalistic Americans. Yet the "end to Yalta" sentiment has been thriving in America since February 1945. And I doubt that West European perspective has much to do with the notion of the Soviet position in Eastern Europe "resting on the presence of Soviet troops" — which was not the case 30 years ago.

There can be little basis for arguing that today's superpower is less able to handle its sphere of influence than was the battered Russia of just after the war.

MARK MEDISH.

Oxford, England.

### FROM OUR OCT. 2 PAGES, 75 AND 50 YEARS AGO

#### 1910: Los Angeles Times Is Bombed

LOS ANGELES — It is estimated that between fifteen and twenty persons were killed and twenty injured, many seriously, in explosions followed by fire [on Oct. 1] in the premises of the "Times," a local newspaper. Of the one hundred persons working in the building at the time of the explosions only fifty have so far been accounted for. The building is a total loss, damage being estimated at \$500,000. Mr. Andrews, the managing editor, says that the "Times" building was destroyed by the "enemies of industrial freedom." There were three explosions. The building became a fiery furnace. Many of the men appeared at the windows, but were seen to fall back into the flames. Mr. Chandler, the manager, jumped from the third story, sustaining a broken leg. The "Times" employed non-union printers.

1935: The Dark Problem of War

PARIS — Few moments in history have been so minutely examined as the last week of July, 1914, when Europe collapsed into the great war. Yet one cannot traverse that record now without a sense of wandering upon a misty terrain, where cause and effect fail to agree, leaving between them a residuum of the inexplicable

## Israeli Jets Attack PLO Installation In Tunisia

(Continued from Page 1) "such criminal acts" increase feelings of "continued aggression and fundamentalism at a time when all peace-loving powers are exerting their best efforts to achieve a just solution to the Palestinian problem."

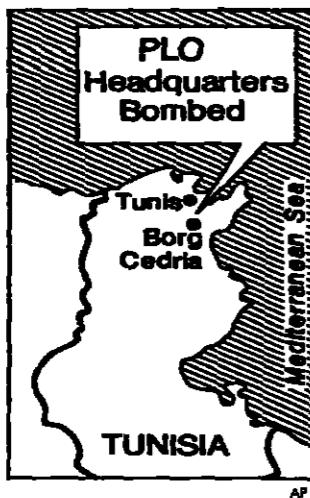
Mr. Arafat set up the offices in Tunisia after he was forced out of Beirut following the 1982 Israeli invasion of Lebanon.

The PLO office in London issued a statement saying the attack proved "Israel is not interested in peace."

"If the Israeli government is determined to have war, war it will have," the statement said.

Israel has long asserted the right to strike back outside of its territory against guerrilla bases, in defiance of claims that such raids violated international law.

Israeli planes flew 600 miles to bomb a nuclear reactor in Iraq on June 7, 1981. Israeli forces flew



## Kinnock, Assailing U.K. Radicals, Says Labor Party Must Attract Middle Class

*The Associated Press*

BOURNEMOUTH, England — Neil Kinnock, the Labor Party leader, delivered on Tuesday his most slashing attack yet on the party's left wing, telling the radicals at Labor's annual conference that they never will regain power unless they attract Britain's middle class.

"Inimplausible promises do not win victories," Mr. Kinnock declared, amid boos and jeers, in his keynote address to about 2,000 delegates on the third day of the conference.

Eric Heffer, a member of the party's ruling executive committee, stormed off the podium as Mr. Kinnock castigated leaders of Liverpool's city council, which has laid off workers.

Liverpool began losing funds in a collision with the Conservative government of Prime Minister Margaret Thatcher when the city council refused to cut spending in line with the government's tight-money policies.

"Far-fetched resolutions are pushed into rigid dogma," said Mr. Kinnock. "You end in the grotesque chaos of a Labor council hiring taxis to scuttle round the city handing out redundancy notices to its own workers."

The attack was launched as King Hussein of Jordan was in Washington. It was likely to damage efforts to begin peace talks between Israel and a Jordanian-Palestinian delegation.

But Mr. Rabin said: "We still support efforts to start peace negotiations. The terrorists are the source of evil in this region."

The White House said earlier that the raid appeared from reports to be "a legitimate response" to a terrorist attack although the United States deplored the cycle of violence of which it is a part.

"We are distressed by and deplore the cycle of violence in the Middle East of which this latest incident is a part," said the White House spokesman, Larry Speakes. "It underscores the urgent need to work for peace in the Middle East."

"As a matter of U.S. policy, retaliation against terrorist attacks is a legitimate response and an expression of self-defense. From the preliminary reports available to us, this appears to be what was involved in this case."

Mr. Speakes said President Reagan has declared that "linking those who commit crime to those who are punished is essential."

"In this case, we do not yet know the full story," he said. "We will be attempting to learn the facts of the situation."

"Concerning the use of U.S. military equipment, we will have to determine what the facts are," he said.

"It is a matter of principle that it is legitimate self-defense to respond appropriately to acts of terrorism," Mr. Speakes said.

**■ Gorbachev Mission on Ties**  
Earlier, Gary Lee of The Washington Post reported from Moscow:

(UPI, Reuters, AP)

For nearly a full minute, Mr. Kinnock was drowned out by boos from the left wing. But the leaders of Britain's giant labor unions and their supporters rose in thunderous applause for the 43-year-old Welsh minister's son.

Mr. Kinnock's 75-minute address was his toughest message yet that he will fight to stop Labor from lurching back to the platform on which it was crushed by the Conservatives in the 1983 elections.

Britain, Mr. Kinnock declared,

ment again unless the Labor Party gets "the support of those who are not poor, not unemployed, not victimized."

Addressing leftists who accused him in his words of being "obsessed with electoral politics" at the price of his radical views, Mr. Kinnock said: "From the depths of my soul, I mean it. There is no need to compromise values to surrender our socialism."

But, he warned, "The British public wants to know that our idealism is not farce, our eagerness is not extremism."



Neil Kinnock

## Frankfurt Protesters Smash Windows, Set Fires After Rally

*The Associated Press*

FRANKFURT — Thousands of demonstrators smashed windows and set fire in central Frankfurt on Tuesday evening following a rally against neo-Nazis.

Hundreds of policemen rushed to the scene and a police helicopter with a spotlight whirled overhead as the demonstrators, shouting, "Fire and flames on the city," began to rampage.

After leaving the central Paulplatz in small groups, under threat of bombardment from water cannon, the demonstrators massed again. The authorities had refused their demand that they be permitted to leave the square in one group to march through central Frankfurt.

The march along the main Mainzerstrasse boulevard was headed in the direction of the spot where a leftist demonstrator was hit and killed by a police truck during street violence on Saturday night.

Disturbances broke out in more than 15 West German cities after the neo-Nazi National Democratic Party held a meeting in Frankfurt on Saturday.

Demonstrators, some clad in black leather and masks, smashed the windows of a bank, hurled flares and set small fires soon after the march began. The march started about an hour after the initial rally ended.

Some protesters set alight a garbage dumpster adjacent to a building housing the offices of American Express and other large companies.

The police were rushed to the march area to block off side streets and isolate the demonstrators. There were no immediate reports of clashes with the police.

A police helicopter hovered overhead and an officer inside demanded through a megaphone that the protesters disperse.

Meanwhile, in the southwestern city of Stuttgart on Tuesday night about 200 people went on a window-smashing rampage.

Tuesday was the fourth straight day of protests in West Germany against the neo-Nazi meeting in Frankfurt.



The Jeweler  
you should not miss...

**EDWARD JEWELS**

Via V. Veneto 187  
Tel. 49 38 09  
Roma

Always the superb choice



Beverly Wilshire Hotel

Wilshire Boulevard at Rodeo Drive, Beverly Hills, Calif. 90212

(213) 275-4282 Telex 698-220

*The Leading Hotels of the World*

London (01) 583-3050

Frankfurt (069) 29 04 71

Hong Kong (51) 22 11 42

London (01) 409-0814

Frankfurt (069) 28 75 24

Hong Kong (51) 68 23 35

# CAMEL FILTERS



The world's  
fastest growing  
international brand.

It's a whole new world.

joyto 150





Wherever it is, we'll find it.

**OIL.** Wherever it is, we'll find it. Oil is the primary source of energy. It is the power that moves the world and will be so for many years to come.

But, it is necessary to be prepared to wrestle this treasure from the earth's most secret strongholds, using the latest continuously evolving technology, and to venture into hostile, inaccessible places.

Agip, Italy's national oil company, took up this challenge sixty years ago, probing into the origins of the earth, experimenting with new techniques, and devoting to these activities human and economic resources that are always up to the difficulties to be overcome.

Wherever the possibilities of finding oil exist, Agip is present with its spirit of initiative and decades of experience. The results achieved, alone or in cooperation with leading oil companies, in 30 countries, on 5 continents, make Agip a reliable operator in any oil activity.

Even where no-one has ever reached.



**Agip**

Eni Group.

Deep thinking. Top results.

## INSIGHTS

## UN's Early Days: Riveting Issues, Exhilaration and Shared Adventures

By A.M. Rosenthal

New York Times Service

**N**EW YORK — They were strange, those first years of the United Nations, so far back in the mid-1940s and '50s, and sometimes quite wonderful. Everybody knew that one pillar of the UN concept had collapsed before the first speech was made, the first resolution passed.

The way it was supposed to work was that the great Allies of World War II, the Big Five — the United States, the Soviet Union, China, Britain and France — were to continue great and allied forever.

They were to guide the United Nations with strength and wisdom. So unthinkable was it that they would ever be anything but strong and wise, that anything could be done against their will, that each of them was endowed with veto power in the Security Council, where resolutions were supposed to be transformed into actions.

It never worked that way. Britain and France lost their colonies to freedom movements and quickly were world powers no longer. Within a pitifully short time, the China that sat on the council and was supposed to represent a billion people represented nothing but a steamy Pacific island. And, most devastating and fatal to the UN concept, the Soviet Union and the United States became enemies instead of friends.

Politically, the United Nations was shattered into blocs. Veto replaced action, and vituperation became the language of debate. Hatred and struggle and bitterness were pumped through the loudspeakers.

And yet, despite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun. Nobody quite understood that, as time passed, the really important issues would be kept away from the United Nations — nuclear life or death, the United States and Vietnam, Soviet expansionism, Lebanon, negotiations in the Middle East, inflation, depression, trade wars.

But in the early years, the issues that were brought before the United Nations were riveting to the whole world — India and Pakistan fighting over Kashmir, the partition of Palestine and the creation of Israel, Korea and the stupendous error of the Soviet Union in boycotting a meeting that allowed the United States to fight in the name of the United Nations.

And before nuclear destiny was taken from

the United Nations by the Soviet Union and the United States, and transferred from open discussion at what was supposed to be the diplomatic center of the world to guarded chambers in Geneva, Bernard Baruch sat as the U.S. delegate to the UN Atomic Energy Commission in a chamber in the Bronx, New York, that had once been a college women's gymnasium.

Early one day in 1946 he read a speech that said the world faced a choice between the quick and the dead. We all nodded and truly felt that there was not much more to be said, but of course there was, four decades worth, and the choice still not made.

But the sense of exhilaration came from the freshness of it all, the sharing in an adventure that — who could say — might just possibly work out somehow, somewhat, someday. And there was a youngness about the organization that gave it zest.

**I**n those days, pre-jet, there still was a sense of wonderment about foreign places and foreign ways and people and here was New York, the very center of the whole foreign world. You sat down in the cafeteria and next to you was a Pakistani lawyer, a Peruvian judge, a Chinese economist. You had to be an ice cube not to be excited.

It was small — just 51 countries in the beginning — and everybody knew everybody, there wasn't much protocol, and nobody really thought about security. So important people just wandered around like the rest of us. Oh, the memory of standing in the snack bar line, turning around and seeing Eleanor Roosevelt, her smile and handing her the pat of butter she wanted, and then sitting with her at a rickety table, and talking.

That was lovely, and so was having the home phone number of Trygve Lie, the robust and fiery first secretary-general of the United Nations, and being able to call him up at all hours of the morning for comment on this or that.

"Goddamn it, is that you again?" he would say, and there would be some words in Norwegian, presumably uncomplimentary. But he always had something to say, and he never hung up or changed his number.

It was not so lovely being stopped and denounced in a corridor by Andrei Vyshinsky, who had sent platoons of Soviet citizens to their deaths during Stalin's purge trial and who had the sharpest tongue at the United Nations, no mean achievement. He was furious about an article saying he was ill and would return to

Moscow. He convinced everybody it was a dirty American lie, but he did die shortly afterward, which we all said was rather graceful.

Best of all there was a casual, make-do atmosphere surrounding the early days of the United Nations that made for a kind of camaraderie.

Even Soviet and American diplomats meeting in a pizzeria in a Bronx Little Italy near the first UN home couldn't glare too fiercely while wiping tomato and cheese off their mouths with soggy napkins.

The UN — everybody called it by its initials — didn't have a permanent home for years. While a site committee toured American cities,

dryers as they stood to stretch legs and minds.

And where Hunter women had once leaped nimbly over leather horses, the UN Security Council met to discuss Franco's Spain. The only protection was provided by a few relaxed U.S. Marine guards.

**T**HE next resting place was the old Henry Hudson Hotel on West 57th Street in Manhattan. A Brazilian admiral, declaiming in a room once used for weddings and bar mitzvahs, ripped open his shirt one day to show his war wounds. Nobody knew exactly where he got them or why he showed them. But all agreed it was indeed a fine gesture.

**D**espite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun.

We used to talk about how great it would be if the Security Council had to meet out in the park under the trees.

We would daydream about taking the boys of the Security Council out in a bus to Van Cortlandt Park, picking a nice grassy spot for them, and then seeing how fierce Pakistani versus Indian or American versus Russian could sound while swatting flies and smacking ants, while Bolivia over there dozed sweetly, face to the sun.

It never quite came to that, but the United Nations did have a pretty difficult time getting a roof over its head while the search went on. For a few months it met in a couple of borrowed board rooms at Rockefeller Center, and then it settled down for a while, what was then the Bronx campus of Hunter College, women only. Then, a village near Great Neck in Nassau County, Long Island. The UN headquarters was part of a shrinking defense plant, and everybody loved the symbolism — "war factory" turned to the uses of peace. And the name of the split-level village next door, which would become the UN's address and dateline — Lake Success, what good luck!

It was near enough to New York to draw stimulation from it and yet you had to travel, make an effort to get to it. So the United Nations was in a place of its very own, not lost in a great metropolis. There was no fancy furniture, no swank offices, and there was only the cafeteria for everybody, no special delegates' dining room. The whole place had the stomach atmosphere of U.S. Army surplus. But some of the stuffing did ooze from a sofa here and there.

Since it was mostly one level, people had to do a lot of walking, which meant they had to meet each other and talk, which was just fine. It was too small for the General Assembly sessions that all member nations attended, so they were held in a converted indoor ice rink in Queens, a dank and drafty place. Everybody was always held to get back to the shabby warmth of Lake Success.

It was not until 1951 that the United Nations moved into glass skyscrapers on the East River, on a site made possible by the Rockefeller family.

People do not see each other much in elevators, which is a pity. Skyscrapers may make

Then, a village near Great Neck in Nassau County, Long Island. The UN headquarters was part of a shrinking defense plant, and everybody loved the symbolism — "war factory" turned to the uses of peace. And the name of the split-level village next door, which would become the UN's address and dateline — Lake Success, what good luck!

This elegant Scandinavian was done in finally by a situation from another world, and which he never seemed totally to grasp — tribal warfare in the Congo. He died in an airplane crash over Africa on one of his many weaving Congo missions. When he had arrived at the United Nations, he had said he hoped the day would come when the people of the world saw the United Nations not as a strange painting by Picasso, but as a drawing by themselves. He did not live to see the day.

Vijaya Lakshmi Pandit of India, Nehru's sister, touching her hair with her sari when she spoke of the black man in South Africa; and a listening Pakistani delegate in the back row, clenched with anger about India's caste system. And then one day, Sir Bengal Ran and his Pakistani counterpart, Sir Mohammed Zafarullah Khan, meeting in the delegates' lounge on the day of Mahatma Gandhi's assassination, standing silent and together.

**T**here was a document center in the locker room, the Balkan experts met in the French I and II rooms, the press center was a bounded-over swimming pool, and the office of The New York Times was a hair-drying room. There are still surviving Times reporters, a few, with vivid memories of smacking their heads against a

great headquarters for some organizations, but nothing ever seems quite as appropriate for the United Nations as a one-level old factory with rundown sofas, a cafeteria line and lots of wall talk.

Over the years, thousands of issues, tens of thousands of newspaper stories. Most of them ring dimly in the mind, but some of the people of those days sound clear and warm.

A Pakistani named Ahmed Bohhari, a learned, funny raider of a man talking brilliantly about Macbeth. Sir Bengal Ran of India dreaming aloud about what he loved most, the love and his country, filling a young reporter with desire to leave the United Nations and go live in India, experience it, taste it. Raphael Lemkin, a Polish-born international lawyer with no real official standing, always wandering about the corridors, pleading, cajoling, countering, scolded for an international convention against genocide. He lived to the day.

There was Trygve Lie, who loved the United Nations, too much, until he could not distinguish between it and him; and spent his last years there in hurt anger. His successor, Dag Hammarskjold, liked to call himself an unashamed intellectual, and he was both man of learning and wit — the quintessential Western diplomat.

This elegant Scandinavian was done in finally by a situation from another world, and which he never seemed totally to grasp — tribal warfare in the Congo. He died in an airplane crash over Africa on one of his many weaving Congo missions. When he had arrived at the United Nations, he had said he hoped the day would come when the people of the world saw the United Nations not as a strange painting by Picasso, but as a drawing by themselves. He did not live to see the day.

But it does give all kinds of countries a voice they would not have otherwise. And if their delegates' words do not ring around the world, at least they are heard in their own hometowns. Surprisingly, many people still look quite young at the United Nations. They may even find the whole thing just as exhilarating and zestful as the old-timers did.

But they do live behind barriers of stone, and bodyguards imposed by the terror of terrorism, which is a pity.

Mrs. Gromyko's coffee was very good.

It's an altogether different United Nations now, which is hardly startling: most things change in 40 years. It has 159 members instead of 51. Many of the new members are large and important, old countries like Spain or newer ones like Nigeria and Indonesia. Some have populations that would hardly fill a department store on a sale day.

Real political action is almost unknown, but all over the world doctors, geologists, nurses and agronomists work in the name of the United Nations. It has become something of a headache for the United States, regularly outvoted by combinations of the Soviet and nonaligned blocs. Nasiness of speech has been raised to stunning levels.

But it does give all kinds of countries a voice they would not have otherwise. And if their delegates' words do not ring around the world, at least they are heard in their own hometowns. Surprisingly, many people still look quite young at the United Nations. They may even find the whole thing just as exhilarating and zestful as the old-timers did.

But they do live behind barriers of stone, and bodyguards imposed by the terror of terrorism, which is a pity.

Mrs. Gromyko's coffee was very good.

**A.M. Rosenthal**, now executive editor of The New York Times, reported on the United Nations for the newspaper from March 1946 to November 1954.

## To Conservative Elite in U.S., Reagan Years Are Just the First Step

By Sidney Blumenthal

Washington Post Service

**W**ASHINGTON — Since Ronald Reagan was elected president in 1980, there has been much talk of a "Reagan revolution," an enduring shift to the right in American politics.

To consolidate that revolution, many of Mr. Reagan's strongest supporters have tried, with great perseverance and some success, to forge a new conservative policy-making elite to run the government in Washington.

By creating what Patrick J. Buchanan, the

White House director of communications, has called a "conservative establishment" in Washington, they believe that future Republican presidents, even those not instinctively as devoted to their ideology as Mr. Reagan, will depend upon that establishment to govern.

To these rightists, who call themselves "movement conservatives," the Reagan revolution is not just an attempt to create an electoral realignment, but an effort to give life to the conservative elite, the revolution's vanguard. If that elite grows and prospers, it could be this administration's lasting legacy.

Many Republicans call themselves conservatives, but only some of them understand the meaning of "movement conservatives." The distinction is crucial.

"This isn't merely a Republican regime, but a conservative regime," said T. Kenneth Cribb Jr., counselor to the attorney general.

Morton Blackwell, a former presidential assistant and movement activist, said that when he worked in the Reagan White House, "I was asked uncounted hundreds of times about personnel by conservatives in the administration: 'Is he one of us?'"

To be a mere Republican, they say, is insufficient. Technical expertise for the appointed job is not crucial. Even loyalty to the president is not enough. One must demonstrate belief in the

right doctrine and be associated with the right groups.

The credentials that carry the greatest weight among conservatives are affiliations with extra-party organizations ranging from the Heritage Foundation to the Intercollegiate Society of Individualists, from the Leadership Institute to the American Conservative Union.

"Having an endorsement from Heritage is important," Mr. Cribb said. "It's almost like shorthand. It cuts through the inquiries that would have to be made otherwise."

The traditional old-school link — having been an editor of the Harvard Crimson, for example, as was Defense Secretary Caspar W. Weinberger — is not the credential of choice, and may even brand the bearer as ideologically suspect. Better to have been an editor of the Harvard Salient, the conservative journal.

Conservatives insist that what they are creating is no different from the "liberal establishment," their nemesis and model. To achieve their goals they are trying to gather strength, one appointment at a time, within the executive branch, a place they formerly considered alien and hostile.

Like leftists of an earlier epoch, movement conservatives can detect among themselves the slightest nuances of difference.

For instance, they can instantly distinguish between a conservative who has spent his or her political life within the movement's apparatus, and a neoconservative, a former liberal lately converted to the cause. They are bound by common ideological concerns, such as basing U.S. diplomacy on military power, but may be split over social issues such as abortion.

But they are even more keenly self-conscious about what sets them apart as an ideological movement from the stodgy party regulars.

"Reagan knows that his own political success is the result of different currents of ideas that have been around for a generation, but only a generation," Mr. Cribb said. "It's unique that you have a president who's a self-conscious conservative, approving of a body of thought and seeking policy that proceeds from that thought."

**S**TUGGLE for control of political appointments during the Reagan presidency reflects a conflict between the movement conservatives and traditional Republicans, epitomized by the two Senate Republican leaders during that time, Howard H. Baker Jr. of Tennessee and Robert J. Dole of Kansas.

It is a conflict that dates back at least to Barry Goldwater's 1964 presidential campaign.

Many conservative activists, including Mr. Reagan, entered national politics during that campaign. His rise, unlike that of Richard M. Nixon or Gerald R. Ford, was not dependent upon his standing with party regulars.

The conservative movement sustains Mr. Reagan's career, just as he has sustained the movement. But he is larger than the sum of its parts. Without him, conservatism would have lacked its political focus during the wilderness years, and conservatives would never have assumed power. Mr. Reagan's indispensability has allowed him to use the movement without becoming trapped by any of its factions.

Mr. Reagan, however, has not tried to urge ideological activists to become party regulars. "We're conservatives, not party people," Mr. Cribb said.

He said the movement inhabits the party only because "most conservatives are effective through the mechanism of the Republican Party." Like Mr. Reagan.

For at least a decade conservatives have positioned themselves to work within the Republican Party and the government without becoming absorbed as regular Republicans.

Yet even after defeating the traditional Republicans at the conventions — "It's no fun anymore without Nelson Rockefeller," said a conservative who has been repeatedly overwhelmed inside the government by their rivals, who often are more skilled at policy and bureaucratic infighting.

A conservative involved in the administration's personnel decisions called them "these jerks trotting around with their Nixon and Ford credentials." When "these jerks" were appointed to virtually all the important positions, the conservative rage erupted anew.

The building of the conservative network has not been simply a process of addition. Some nonbelievers are being driven out.

Early in the administration, the presidential personnel office sought a list from the Chamber of Commerce of career federal employees who lacked belief in supply-side economics according to congressional sources. At the Environmental Protection Agency, under Mrs. Busford, a list of career and senior officials was drawn up, and in some divisions most of the career professionals were driven out.

Movement conservatives are located throughout the bureaucracy, but concentrated in pockets. Under the direction of Donald T. Regan, the White House chief of staff, and his technocrats, conservatives oversaw communications (Mr. Buchanan), speech writing (Anthony D'Onofrio), public liaison (Linda Chavez) and policy development (John A. Slatin). All are influential, but none has absolute command over decisions on any issue.

The Justice Department under Mr. Meese is being transformed into a movement bastion. At the Department of Education, leadership has been removed from the hands of a stalwart Republican, Terrel H. Bell, and delivered to Mr. Bennett, a neoconservative militant who was formerly a Democrat.

Ideological coloring varies from department to department. "The State Department is the worst, the president's speech writing staff is the best," Mr. Blackwell said.

Although key movement conservatives in the early days of the Reagan administration found perches at the Defense Department, they felt themselves excluded from the State Department.

One of the first acts of Secretary of State Alexander M. Haig Jr. when Mr. Reagan took office in 1981 was the abrupt dismissal of the president's foreign policy transition team, which had been run by conservatives.

The dominant figure on the team was John Carbaugh, then a foreign policy aide to Senator Jesse Helms, Republican of North Carolina, the new right champion. Mr. Carbaugh had compiled hit lists of ambassadors and Foreign Service officers whom he considered unreliable, according to a former administration official who served on the transition team.

By terminating the team, Mr. Haig was sending a message to the Foreign Service Officers Committee, began delaying the confirmations of those he regarded as ideologically unreliable. His aim was never mysterious: He would exchange confirmations for movement appointments.

## Achievement

at the  
highest levels.

Learjet



T. Kenneth Cribb Jr.



## ARTS / LEISURE

**Murderers' Mired in Gore**

By Sheridan Morley

*International Herald Tribune*

LONDON — To mark the re-opening of the Cottesloe Stage of the National after a six-month financial blackout, Peter Gill is staging a season of new plays derived from the work he has been doing with young people in the National's experimental studio. The first of these, Daniel Mornin's "The Murderers," is set in east Belfast in 1972 at the time of a brief

deal further without washing the set in gore," said Morley's play. While Rylance spends much of the evening flat on his back, bruised by jailers into a temporary submission, Callow leaps around his new friend with evident delight at having found a captive audience even in appalling and treacherous circumstances. Puig is, I think, trying to tell us that people who want to change the world, sexually and those who want to change it politically have a lot in common. He is also trying to tell us that homosexuality and heroism are not necessarily incompatible, and that there is a kind of therapy in obsessional Hollywood memories.

Rising above most of that, Callow hums in a gay storyteller of hilarious proportions: whether wishing to be Christina of Sweden in order to end up a queen, or merely wondering why, if there really is nothing better on earth than a good woman, he can't be one, this is a performance of considerable courage and camp charm.

Like the Charles Laughton he has long promised us a biography of Callow is splendidly unafraid of going so far onstage, and the result is an unmissable tragicomic creation.

Rylance is left to make the quiet case for restraint and butch subversion, but his too is a performance of considerable fascination, leading plausibly from the manly to the escapist power of bad old movies: Molina (wonderfully played in a sweaty, paunchy, gay bravura turn by Simon Callow) is forever relating the plot of the "The Cat People" to his non-moviegong cellmate (Mark Rylance). On another level it is a homosexual love story, and on still a third level it's about betrayal and brutality and the breaking of minds and bodies in a police state.

Put like that, it is unlikely to sound like much of a fun evening out: yet the curious triumph of Simon Stokes' production has been to turn this very static, often sententious and sentimental dialogue

into the best double-act in town. While Rylance spends much of the evening flat on his back, bruised by jailers into a temporary submission, Callow leaps around his new friend with evident delight at having found a captive audience even in appalling and treacherous circumstances. Puig is, I think, trying to tell us that people who want to change the world, sexually and those who want to change it politically have a lot in common. He is also trying to tell us that homosexuality and heroism are not necessarily incompatible, and that there is a kind of therapy in obsessional Hollywood memories.

Rising above most of that, Callow hums in a gay storyteller of hilarious proportions: whether wishing to be Christina of Sweden in order to end up a queen, or merely wondering why, if there really is nothing better on earth than a good woman, he can't be one, this is a performance of considerable courage and camp charm.

Like the Charles Laughton he has long promised us a biography of Callow is splendidly unafraid of going so far onstage, and the result is an unmissable tragicomic creation.

Rylance is left to make the quiet case for restraint and butch subversion, but his too is a performance of considerable fascination, leading plausibly from the manly to the escapist power of bad old movies: Molina (wonderfully played in a sweaty, paunchy, gay bravura turn by Simon Callow) is forever relating the plot of the "The Cat People" to his non-moviegong cellmate (Mark Rylance). On another level it is a homosexual love story, and on still a third level it's about betrayal and brutality and the breaking of minds and bodies in a police state.

Put like that, it is unlikely to sound like much of a fun evening out: yet the curious triumph of Simon Stokes' production has been to turn this very static, often sententious and sentimental dialogue

**THE LONDON STAGE**

political truce between the Irish Republican Army and the British. Morley's bloodbath, cast in the form of a Jacobean revenge drama, focuses on the third force in that insoluble Irish equation, the Protestant Loyalists who wanted no part of any such truce.

One of their number has recently been killed in a pub bombing: his son Tommy (Ewan Stewart) returns from London exile for the funeral and is at once handed a butcher's knife with which to dismember an innocent Catholic by way of revenge. The murder is performed center-stage at considerable length, and though the play would seem to be a condemnation of mindless Irish violence, there is something curiously nasty about a production by Gill that dwells in such detail in the spilling of admittedly unreal blood.

In this staging "The Murderers" has become the theatrical equivalent of a video nasty, and I fail to see how such explicit brutality serves the message of the play, which would seem to be that until the Irish stop clubbing each other to death like drunks outside a pub it will be very hard for the rest of the world to take their problems to heart.

At the Royal Court a year or so ago (and recently Off-Broadway) Ron Hutchinson's "Rat in the Skull" took this argument a great

**DOONESBURY**

Outside of that, and some desperately unfunny mugging from the entire cast, we are left with a great Act Two finale and a tap-dancing Mercury in silver lame. That a company capable of achieving the heights of the Miller's "Rigoletto" could also sink to the amateur concert-party depths of this David Pountney production is one of the enduring mysteries of the Coliseum.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

Outside of that, and some desperately unfunny mugging from the entire cast, we are left with a great Act Two finale and a tap-dancing Mercury in silver lame. That a company capable of achieving the heights of the Miller's "Rigoletto" could also sink to the amateur concert-party depths of this David Pountney production is one of the enduring mysteries of the Coliseum.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.

True, there was not a lot to take over: the playwright Snoo Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offen.





## Statistics Index

AMEX stocks	P.18
AMEX stocks/notes	P.18
NYSE stocks	P.20
NYSE stocks/notes	P.20
Corporate stocks	P.20
Currency rates	P.21
Commodities	P.21
Dividends	P.22
OTC stock	P.22
Other stocks	P.22

WEDNESDAY, OCTOBER 2, 1985.

## INTERNATIONAL MANAGER

### Chief Executives in Europe Are Slow to Go Solo on TV

By SHERRY BUCHANAN  
*International Herald Tribune*

**P**ARIS — Not many European executives seem to have the size of Lee Iacocca's. Or if they do, they're being discreet about it. The U.S. chief executive of Chrysler Corp. went on television to sell his company's cars, and helped to turn the company around.

Getting on television or radio to sell your own or another's products is not yet a European executive sport. Examples of those chief executives who display their acting talents on the small screen are rare.

Ad agencies say that they worry that chief executives cannot act or that too few are recognizable to the general public at home, let alone in another European country. "In England, chief executives may be recognized in the City or by financial circles but very few by the general public," says John Boyes, accounts manager with McCann Erikson Advertising Ltd. in London, a unit of the big U.S. agency. "Some by their character could turn people off which could lead to severe embarrassment," he adds.

Ad teams would also rather push creative, expensive ads than what many ad teams view as dull shots of a chief executive doing his thing.

**O**N THEIR side, executives in Europe have all kinds of fears about appearing on television. The fears range from attracting the attention of terrorists to not wanting to appear like a hard sell in societies that still frown on overt profit-making.

"We have trouble sometimes recruiting executives for commercials," says Marc Gueff of Ogilvy & Mather Ltd., the British subsidiary of the U.S. advertising agency that has the American Express Co. account. American Express launched its "Do You Know Me?" campaign in Europe in 1984. "Some chief executives don't want the publicity. A lot resist it because it creates the wrong image for them. It gives the idea that you are seeking notoriety for yourself rather than for the company," Mr. Gueff said.

But a brave few have ventured into stardom.

Solo performers who sell their own products include Victor Kyam, chief executive of Remington Products Inc., the U.S. manufacturer of shavers. Although Mr. Kyam is an American, his television advertising campaign runs in 33 countries, including France, Britain and West Germany. He speaks in whatever the native tongue may be, including Japanese. "I'm a 29-second linguist," says Mr. Kyam, the sole owner of Remington Products. He bought the company in 1979 in a leveraged buyout.

Mr. Kyam's television commercial campaign started five years ago in Britain. Three years later, Remington Consumer Products Ltd., the British subsidiary of the U.S. company, ran an awareness test, asking 100 people of the street whom they could identify: Victor Kyam, Captain Mark Phillips, who Prince Ann's husband, or Sir Freddie Laker, the cut-rate aviation entrepreneur. Fifty percent recognized Mr. Kyam, 52 percent Captain Phillips and 48 percent Sir Freddie.

Many chief executives worry about the impact that a television appearance will have on their personal life. But according to Mr. Kyam, his television appearances have had a positive impact on his personality. For instance, when he is waiting in line and somebody jumps ahead of him he no longer shouts: "Get back to the end of the line." Instead he politely approaches the person and says, "Gee there's a line here maybe you didn't notice it."

He adds: "If the guy is really insistent I don't push it. I used to

(Continued on Page 19, Col. 7)

For some, the fear of terrorists makes a television role impossible.



The port of Shanghai, once Asia's most important trading crossroads, and the Huangpu River

### China Aims to Revive Shanghai's Importance

By Leonard Silk  
*New York Times Service*

**S**HANGHAI — The horns of the ships on the Huangpu River still wake visitors in the night. Crowds still parade along the Bund, the riverfront boulevard, admiring the view. The buildings of the great banks and mercantile houses and hotels — the Hongkong & Shanghai Bank, the Bank of China, the Central Bank, the Communications Bank, the Farmers Bank, the Oriental, the Agra, the Mercantile and the huge Sassoon House — still line the quay.

But the Sassoon House is now the Peace Hotel, and the financial and mercantile palaces are all occupied by the Communist Party and government bureaucrats.

The old Shanghai — a crossroads for international commerce as Asia's premier banking and trading center and an outpost for some of the West's less savory practices — is long since dead, a victim of the Communist takeover of 1949.

Now, however, Chinese leaders, both in Shanghai and in Beijing, regard Shanghai's commercial revival and its old vitality as essential to China's economic development and emergence on the world stage. But they want the old days back without the vice and

corruption they associate with capitalism, and free of foreign dominance.

Capitalism's vices flowered in the old Shanghai. The city "was not only a market for the foreign powers to dump opium and other goods," the official guide of the China Travel and Tourism Agency says, "but also a base of operation to rob Chinese agricultural products and raw materials, exploit cheap labor and carry on colonial rule."

The changes wrought by the Communists since 1949 have been dramatic.

Xia Hua Yi, an editor of Liberation Daily, the organ of Shanghai's Communist Party, said: "Before liberation, Shanghai was a multifaceted city. But after liberation, the task the state assigned to our city put more stress on the development of industry."

He added: "For a long time, Shanghai supported the economy of the whole country as one of its jobs. It produced one-ninth of the entire industrial output, one-sixth to one-seventh of the country's total revenues. The state asked Shanghai to contribute more money, more output and more talented people to the country."

But, in his view and that of many others, the other vital functions of Shanghai — and the city itself — were neglected.

Housing decayed and very little new construction was carried out. With the city growing from 7 million in 1949 to 12 million today, overcrowding has become intolerable. Bicycles and pedestrians choke the streets, along with a relatively moderate amount of vehicular traffic. And public facilities are hopelessly inadequate in a city where millions of families live in single rooms without toilet facilities.

Despite such problems, the talk in Shanghai is optimistic these days and there appears to be a willingness to experiment in the search for solutions.

Li Ru Xing, director of the department of finance and banking of the Shanghai Institute of Finance and Economics, feels that Shanghai needs more economic freedom from the cautious bureaucrats. He wants the city to have some "independent" banks — independent of direct state control — in order to invigorate the economy. "There was far greater vitality here before 1949," he says.

The major purpose of the "open door" policy of Deng Xiaoping, China's paramount leader, is in Mr. Li's view "to make total supply equal total demand, and end the economics of scarcity." The policy is designed to

(Continued on Page 19, Col. 2)

### Richardson Accepts Procter & Gamble Bid

Compiled by Our Staff From Dispatches

**N**EW YORK — Procter & Gamble Co., the U.S. soap and food giant and the maker of Vick's cold remedies, Richardson-Vicks, announced Tuesday that they have agreed to merge in a transaction worth about \$1.2 billion.

The agreement for Procter & Gamble to acquire Richardson-Vicks for \$69 a share came amid intense speculation that Richardson-Vicks had found a friendly suitor to defend it from the hostile takeover attempt of the British-Dutch conglomerate, Unilever NV.

Nonetheless, the speedy announcement of a definitive merger agreement came as a surprise since several other concerns also were reportedly bidding for Richardson-Vicks. News of the agreement sent shares of Richardson-Vicks up \$5 on the New York Stock Exchange to close at \$68.50.

The agreement specifies that Procter & Gamble will initiate a cash offer as soon as possible for all remaining issued common shares of Richardson-Vicks to be followed by a cash merger at \$69 a share.

Richardson-Vicks granted Procter & Gamble an option to buy

Tuesday's agreement makes Richardson-Vicks a wholly owned subsidiary of Procter & Gamble.

The combined sales of Procter & Gamble and Richardson-Vicks in the financial year that ended June 30 would have been \$14.77 billion.

That would have been slightly less than the combined sales of another just-completed merger — between General Foods and Philip Morris — that was announced last Friday.

Humphrey Sullivan, a spokesman at Unilever's offices in New York, said his company would have no comment until after it studied the agreement between Procter & Gamble and Richardson-Vicks.

Richardson-Vicks had been to be considering at least three friendly takeover bids as it continued its effort to ward off the hostile advances of Unilever. Colgate-Palmolive Co. and Pfizer Inc. were among the companies said to be interested in Richardson-Vicks in addition to Procter & Gamble.

Richardson-Vicks had been to be considering at least three friendly takeover bids as it continued its effort to ward off the hostile advances of Unilever. Colgate-Palmolive Co. and Pfizer Inc. were among the companies said to be interested in Richardson-Vicks in addition to Procter & Gamble.

Through its U.S. subsidiary, Unilever offered \$60 a share, or about \$1.1 billion, for Richardson-Vicks if its directors did not fight the bid. Unilever also offered \$48 a share, or about \$850 million based on 17.7 million outstanding shares.

(Reuters, AP)

The stock issuance was one of several defensive measures planned by Richardson-Vicks to thwart Unilever, which is the world's largest producer of consumer products.

In a spirit of compromise, Brazil and India, the two main opponents of the inclusion of services in a new round, said they would agree to an agenda that permitted discussion of any subject that any member wanted to raise during the three-day special session.

The deputy U.S. trade representative, Michael B. Smith, hailed the action as a victory.

"We wanted an agenda which permitted anyone to raise my issue they wanted, and we got one," he said. "That means we can discuss

U.S. Stocks Report, Page 10

Page 11

## Mexico Lenders Agree to Defer Debt Payment

By Alan Wheatley  
*Reuters*

**N**EW YORK — Mexico's bank advisory committee has agreed to postpone for six months a \$950-million principal repayment that was due Tuesday, a Citibank official said Tuesday.

William R. Rhodes, co-chairman of the 13-bank committee, said the banks agreed to defer the payments due Tuesday and Nov. 4 until "developments within the next few months clarify Mexico's overall financing requirements."

Banking sources said earlier Tuesday that the \$950 million will now count toward \$2.5 billion in new loans that Mexico is seeking to draw through 1986.

In return for the new loans, Mexico committed itself to seeking a new 15-month standby loan agreement with the International Monetary Fund, the sources said.

Mr. Rhodes said that the current case-by-case approach to debt repayment, in which economies are kept afloat through extraordinary loan reschedulings and extensions, "has been successful in many respects, but it has worked now for three years and we need to build upon it."

scheduling will require unanimous approval of Mexico's banks, a process that could take months. In a bid to streamline the process, Mexico said it would like the new credits to be drawn from its 100 or so primary lenders.

Such a move would be a sharp departure from the principle of worldwide participation, which has been a cornerstone strategy for handling the debt crisis in the past three years.

According to banking sources, Mexican officials told the committee that they did not intend to renegotiate the country's \$43.7-billion multiyear rescheduling agreement.

Bankers said, however, that it was already clear that the pact will have to be amended.

As part of the first half of the rescheduling, which covers \$28.6 billion, Mexico agreed to prepay \$1.2 billion of a \$5-billion loan extended in 1983. It made the \$250-million installment in early January.

Mexico also hopes to receive about \$1 billion from the IMF in 1986, or about \$800 million net. In addition, as previously reported, the United States will provide \$1 billion in loans to finance agricultural needs.

### GATT Agrees to U.S. Stance To Include Services in Talks

Washington Post Service

**G**ENEVA — The General Agreement on Tariffs and Trade agreed Tuesday to begin talks on a new round of world trade negotiations after the United States threatened to walk out unless trade in services was included.

The special session of the members of GATT, the first in the organization's history, was called at the insistence of the United States after the regular consensus procedure had failed to produce agreement on a U.S. demand that services be included in the new round.

The United States was backed 65-35 in its bid for the special meeting, which began Monday.

"We have 60 days to get this show on the road," Mr. Smith told reporters in a reference to the regular November meeting of GATT members, which will have to formally decide on a new round next year. "If we don't have an agreement by then, then we're going to look at the whole trade situation more closely."

The deputy U.S. trade representative, Michael B. Smith, hailed the action as a victory.

"We wanted an agenda which permitted anyone to raise my issue they wanted, and we got one," he said. "That means we can discuss

services and we certainly intend to do so."

The special session of the members of GATT, the first in the organization's history, was called at the insistence of the United States after the regular consensus procedure had failed to produce agreement on a U.S. demand that services be included in the new round.

The United States was backed 65-35 in its bid for the special meeting, which began Monday.

"We have 60 days to get this show on the road," Mr. Smith told reporters in a reference to the regular November meeting of GATT members, which will have to formally decide on a new round next year. "If we don't have an agreement by then, then we're going to look at the whole trade situation more closely."

### Breguet: Precision mastery since 1775

Abraham Louis Breguet (1747-1823) was one of the most phenomenal watchmakers his history has ever known.

His genius was an overriding influence not only on watch-making techniques but also on the beauty of the finished object.

**B**reguet. Since 1775. Available at CHAUMET. Jeweler since 1780. Paris: 12 place Vendôme. London: 178 New Bond Street. Geneva: 2 rue du Rhône. Brussels: 82 av. Louise. New York: 48 East 57th Street.

Madison Avenue at 76th Street. New York 10021. Cable: The Carlyle New York. International: 212-744-1600. A member of the Sharp Group since 1967.

### IMF Urges Bonn to Focus on Tax Cut

By Warren Geltler

*International Herald Tribune*

**F**RAUNFURT — Japanese companies probably will buy more foreign goods than ever this fiscal year, rallying behind a government campaign aimed at easing friction with Japan's major trade partners, the cabinet reported Tuesday.

The report emphasizes that greater priority must be placed on reducing tax rates rather than on further reductions of the budget deficit.

According to sources familiar with the report who spoke Tuesday on the condition they would not be identified, the document also questions whether a tightening of West German money-supply growth deficit by the Bundesbank to a 3- to 5-percent range this year, from 4 to 6 percent in 1984, is fully justified.

The IMF's annual meeting starts next week in Seoul, South Korea, after preliminary meetings beginning Wednesday. The sources said the need for West Germany, as well as Japan, to provide further support for world economic recovery will be a key topic for discussion during the fund's interim meeting on the global economic outlook.

Tax policy, specifically the lowering of marginal income tax rates for individuals and corporations, is seen by IMF officials as the key area where West Germany could be making faster progress. But the report does not call for the moving forward of a planned 20-billion-Deutsche-mark (\$7.5-billion) across-the-board tax cut slated for 1986 and 1988, as has been urged by a host of West German economic research institutes and Bonn's own council of economic advisers.

Finance Minister Gerhard Stoltenberg has said he will introduce a

package of measures aimed at lowering tax rates in West Germany, but these measures would not take effect until after the national parliamentary elections in early 1987. He has rejected calls to consider changing the timing of the tax cut legislation passed by parliament earlier this year.

Discussions within the IMF surrounding the report have focused on the question of whether the pace of the West German recovery, driven by Bonn to show 2.5-percent annual growth for 1985, is sufficient to be self-sustaining should the external stimulus from the U.S. economy fade with a weaker dollar.

Moreover, sources said, West Germany's contribution to growth in the Less Developed Countries has been questioned as being too little at IMF's executive meetings. Mr. Stoltenberg said recently that West Germany will show a 10-percent increase in overall imports this

year, but may lift its intake of imports from the developing world by 16 percent.

The IMF report also points to the need to remove rigidities in the domestic economy, particularly in the labor market. But as one source put it, "If the German government continues to say it takes time to overcome rigidities in the labor market,



ADVERTISING SECTION

ADVERTISING SECTION

Part One of a two-part section.

*A report from the travel  
and duty-free industries to discerning travelers*

# Business VOYAGE

Lufthansa

At the  
Frankfurt  
Inter-Continental  
Lufthansa has  
installed a check-in  
counter.

## Flight Service Begins in the Hotel Lobby

"It's just about the easiest airport transfer in the world," smiles a very satisfied businessman, staring at his hefty suitcase, case of samples and attaché case being tooted by a young bellboy. "Here at the Inter-Continental, the luggage stays with you for merely twenty steps—the distance from the cashier's cage to Lufthansa's check-in desk, which is also located here in the hotel foyer."

The Lufthansa concept of checking in airline passengers in a hotel lobby has been being tested in the Frankfurt Inter-Continental since last February. The passenger turns over his baggage to the airline, can buy and pick up his ticket, gets his boarding pass plus seat assignment and can go directly to the duty-free shops and the departure lounge upon arrival at the airport. Lufthansa takes responsibility for getting the luggage to the plane, and on to its ultimate destination.

Early in 1986, the decision will be made on expanding this Lufthansa service to its clientele, which last year totaled some 7.78 million passengers worldwide. The betting is that hotels in Frankfurt, Munich, Hamburg and Düsseldorf affiliated with Lufthansa will soon be sprouting new ticket offices in their foyers.

Germany's national carrier is obsessed

with upgrading the services it provides to passengers. Next April it has plans to replace its Economy section in European flights with an upgraded service that will match the Business Class service of most other airlines. There is talk of an increase in seat pitch to 34 inches. Claudio Lufthansa chairman Heinz Ruhrau: "We are going to have seating comfort which will be in line with the Business Class of our competitors."

These more comfortable seats will mean fewer seats in some planes, a load-factor loss that no profitable airline takes lightly. "There are certain routes where the loss of seats can be compensated for by using larger aircraft or higher frequencies," Ruhrau explains.

No marketing name has yet been given to the new, higher-level Lufthansa service. It is being designed after long and exhaustive researching of the needs of the frequent travelers who are the backbone of Lufthansa's global business. "We have asked our passengers what they want," explains Executive Board Member Frank Beckmann. "And they have told us they don't care who is sitting next to them as long as they are satisfied with what they get. Our share of full-fare passengers is higher than our competitors', and their needs are our priority."

Getting to and from the Frankfurt airport swiftly is always a major passenger

## Duty-Free Buyers Gather in Nice

In the duty-free industry, Merry Christmas greetings sometimes seem to sound loudest in October. That's when the trade's suppliers and buyers gather for their largest annual conference of the year, putting on show the luxury items, the boudoirs, the gift packs that will flood into duty-free shops worldwide for Christmas and on into the selling year.

For the past dozen years, the annual autumn tax-free show has been held under the auspices of what is considered to be the bible of the business, the publication "International Tax-Free Trader," published in suburban London.

This year, however, things are different. The industry has opted to organize its own show, and the publication has decided not to contest the reorganization, throwing its support behind an exhibition that is being billed as "run by the trade for the trade." It is not for profit, and if the organizers end up with a surplus of funds, the money will be plowed into next year's show.

"Tax Free World '85" is now in full swing in Nice. More than 450 companies are manning stands in the Nice Acropolis. Leggy models are daubing perfume on more than 1,000 representatives from airports, airlines, shipping companies and retail outlets who are prowling up and down aisles of booths trying to decide which brands to stock in the months to come. Tiny bottles of dozens of different liqueurs are being sampled. Advertising backup campaigns are being described and delivery dates discussed. Spread out over 6,000 square meters (7,200 square yards), sellers are wooing buyers on three different levels of the hall.

concern. That's why in 1982 Lufthansa introduced the Airport Express rail link, sending four trains a day between Frankfurt and Düsseldorf, with stops at Bonn and Cologne. Homeward-bound passengers can pick up their luggage at the train stations, having avoided the hassle of carrying it out of the airport and onto the train. Close to 115,000 Lufthansa passengers took the Airport Express last year. If negotiations go well with the German railways, Lufthansa may soon be able to announce an extension of the service to Stuttgart and Nuremberg.

Lufthansa continues to offer its passengers a large selection of reading matter on every flight. This comprises some 200 different newspapers and magazines in German, many titles in English and numerous publications in Japanese, Arabic and other languages. Lufthansa pays 10 million Deutsche marks a year for this reading matter, given away free to passengers. And for sipping while reading, there is an extensive selection of more than 50 different beverages. It all adds up to an annual cargo equal to that carried by a 35-plane fleet of 747 jet freighters.



The massive business of airport duty-free shops (left) started almost four decades ago with a single Irish saleswoman in Shannon (above).

Liquors are the largest category of exhibitors, taking up about 40 percent of the space, with perfumes not far behind. Gift items are featured in about 15 percent of the stands, tobaccos in about half that number.

"It's not just on the exhibition-hall floor that business gets done," says one longtime veteran of the duty-free wars. "These executives are all frequent travelers, so they're seldom all under one roof at one time. If you have something to sell, this exhibition offers a golden opportunity to make an impression on a large number of them without chasing all around the world to do it."

Entertainment is lavish and designed to impress. At previous duty-free trade shows, exhibitors have chartered yachts to moor close to the exhibition hall for on-board entertaining. Vintage railway cars from the Orient Express have been rolled into town especially for a firm to use as an entertainment venue. The Camel Club, sponsored by the cigarette firm, is a late-night rendezvous where many of the delegates wind up after the exhibition's official schedule of events has drawn to a close.

When the delegates aren't trading with one another on the exhibition-hall floor, they may be playing golf in the show's

official tournament, picking up prizes at its annual awards ceremony, attending dozens of official and unofficial cocktail parties and participating in an afternoon-long duty-free conference with speakers from British Airports, the O'Hare International duty-free shops and British Caledonian, among others, covering the major issues that confront the duty-free trade today.

It's a big show about a big and growing business. When the exhausted delegates break after their week in Nice, tottering home with suitcases full of product samples, they'll have fixed in their minds what will be offered in duty-free shops this coming Christmas and on into 1986.

## Canadian Club. Lighter than Scotch, smoother than Bourbon.

The smooth and distinctive taste of Canadian Club is appreciated all over the world. Enjoy Canadian Club, neat, on the rocks or mixed to your taste.

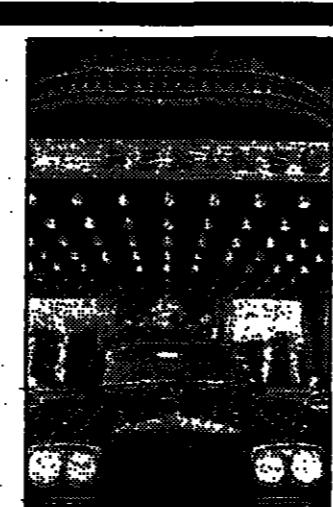
Canadian Club. Since 1858.



For those  
who have a tough  
time remembering which  
airlines are offering which  
bonus miles for staying in  
which hotel or dealing with  
which car rental company,  
help is now at hand. The  
Frequent Business Travelers  
Club has summarized a  
good many of the complex  
airline plans in a slender,  
pocket-sized, 36-page booklet:  
"Frequent Flyer Bonus  
Programs." For your free  
copy, send your business card to:  
Frequent Business Travelers  
Club, 8-10 Duddell  
Street, G.P.O. Box 514, Hong  
Kong. Tel. (852) 5-216 111;  
Telex 69689 FBTC HK.



Just four days ago, Paris's long-awaited Picasso Museum opened its doors. It's a treasure house of 229 of the master's paintings, 137 of his sculptures, 34 paper collages, 85 ceramic pieces and over 3,000 of the prints he created from 1881 until his death in 1973. In addition to his own works is a display of his personal collection: works by Cézanne, Degas, Matisse, Rousseau, Derain and Balthus, plus some primitive art. The museum is located in the Hotel Sole, 5, rue de Thorigny, in Paris's historic Marais district.



Bangkok's Dusit Thani skyscraper hotel is intent on keeping its business-traveler clientele plugged in. It's the first Thai hotel, indeed one of the first in Asia, to offer guests the use, in their rooms, of Apple II or IBM microcomputers, complete with software. Previously the hotel pioneered in offering guests access to the latest-model facsimile transceiver, which can send copies of documents, engineering drawings and other renderings anywhere in the world instantaneously. For information on the electronic office tools available at the Dusit Thani, telephone Bangkok 233-1122.

Hiram Walker & Sons Limited

**"Mit einem neuen Superlativ wartet Canon jetzt auf: Der größte Hersteller von Spiegelreflexkameras präsentiert die Canon MC, apostrophiert als 'kleinste Autofokus Kamera der Welt'."**

'Color Foto' in Germany wrote this about the latest compact to come out of Canon.



**Canon MC**

## **Another Successful Year for Germany's Sparkling Wines**

The roly-poly god Bacchus sits astride a barrel here in the vaulted cellars of Henkell & Co., makers of the most famous sparkling white wine in the world. A goblet is clutched firmly in the tipsy god's right hand. And these days, it's overflowing with good news for Henkell, which now has established a firm marketing foothold for itself in more than 90 countries.

"After champagne," says Dieter Ballo, Henkell's export manager, "German sparkling whites lead the way in consumer preference. We've carved out this market by working long and hard on duty-free sales in particular. Henkell Trocken, our brand leader, now outsells all other sparkling white wines in the world in duty-free stores."

The term champagne is protected by law in most countries (the United States is a glaring exception). It can only be used to denote French wines bottled in a specific area some 90 miles northeast of Paris around the village of Epernay. So German sparkling whites, bottled just a few hundred miles away and using many of the same techniques, can't legally be termed champagne. They're called *sékt* instead, and Henkell is the un-



*Henkell's palace-like Wiesbaden HQ (left) is a home for Bacchus and his casks of wine (above).*

challenged brand leader in the global *sékt* market.

Can a drinker tell the difference between a good champagne and a good *sékt* in a blind tasting? "We think our product is every bit as good if not better than champagne," says Ballo. "But you have to hand it to those French wine-marketers. They've somehow convinced much of the world that their champagne is in a class all by itself."

Not that Henkell and the other German makers of *sékt* spend much time worrying about the French market share. They're too busy turning German grapes into quality bubbly to concern themselves about the competition.

Good wine is usually the product of a strong sense of tradition, and there is plenty of that in the magnificent house of Henkell. The face of Adam Henkell, who led the house through its earliest years until he died in 1866, stares out from a portrait, the huge white cravat of the era making him look

almost like a priest of the vine. Rudolf Henkell, next in line, is pictured in his late-19th-century beard. The company then passed into the hands of Karl and Stefan and finally today's very active Otto Henkell, aged 62.

The firm's headquarters is best described as a palace. A vine-trimmed walkway leads visitors into the central hall, a massive two-story room lit by a crystal chandelier. Twin staircases carpeted in blue sweep up to a marble balcony rimmed with the massive wine casks. There the visitors meet up with Bacchus astride his barrel. And they, like him, happily hoist a glass.

For details on taking a tour of Henkell, telephone Wiesbaden, West Germany: (061) 21-63-33-50.

## **Whisky Firm's Contest Prompts 12,000 Entries**

"The envelope, please."

That's what Canadian Club will be saying at a London press conference at the end of this month, when it announces the British winners in its unique Uncommon Challenge contest.

"The winners won't get lavish prize money nor expensive trophies," admits Cary Carmell, a spokesman for the firm. "What we'll give them instead is full backing to live out their wildest dreams."

And what dreams! Earlier this year, Canadian Club circulated bar coasters, posters, literature and entry forms to clubs all over Great Britain and Ireland. Humorously, unwittingly, the brochure spelled out the contest: You tell us what fantastic challenge you'd like to tackle. We'll select the most exciting and fund your effort.

"We were deluged with responses," Carmell reports. "More than 12,000 to date. And this is just from Britain and Ireland, two small countries here in northwestern Europe. When Canadian Club takes the challenge globally next year, the number of entries worldwide could be really staggering."

The entrants entertain wild dreams. John Taylor, a British architect, wants to live the P.G. Wodehouse story "The Long, Long Hole" by driving a golf ball the

length of the British Isles. He estimates 12,000 strokes should be par, give or take a few.

Jim Gavin of West Sussex has founded the Lawn Mower Racing Association, and his speed-mad team hope to stage a grassy grand prix against American mower men in the United States.

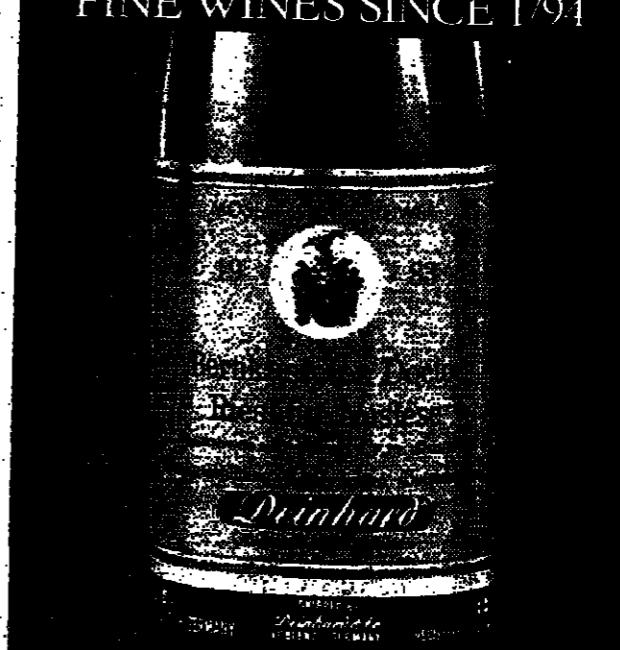
Well-known sporting names have entered, as well as men-in-the-street. Britain's prestigious Leander Boat Club, headquartered at Henley, has asked to send one of its crews rowing across the Helleospot in Turkey, planning not to drown as did the mythical Greek hero who gave the club its name.

Hiram Walker will be investing almost \$200,000 to help its winners live out their fantasies. Dreams don't come cheap. But it will be money well spent for Canadian Club if it builds brand recognition at club and pub. And for the contest winners, it means the adventure of a lifetime.

The British contest is now closed, and entries are being studied. For information on when Canadian Club's Uncommon Challenge Competition may be opening up elsewhere in the world, write Canadian Club Uncommon Challenge, P.O. Box 41, Blackpool, Lancashire FY1 3LD, England.

**Deinhard**

FINE WINES SINCE 1794



Deinhard & Co.,  
5400 Koblenz, Deinhardplatz 3, Germany

# **Winners take all.**

U.K., Gold Medal, Birmingham, Motor Show, October 1984

France, Prix de la Sécurité, March 1985

Germany, Golden Steering Wheel, November 1984

Ireland, Irish Car of the Year 1984, December 1984

Denmark, Danish Car of the Year 1985, December 1984

Norway, Norwegian Car of the Year 1985, December 1984

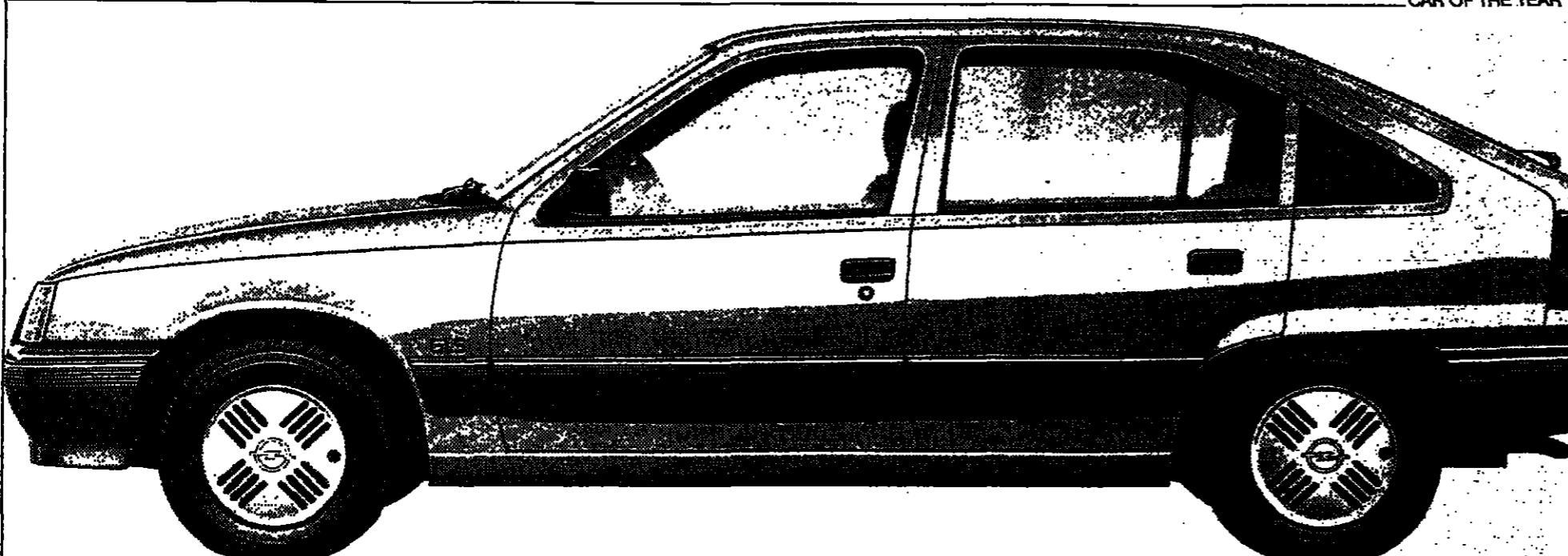
Spain, Import Car of the Year, January, 1985

Spain, Ladies Car of the Year, January, 1985

Belgium, Golden Claxon, January 1985

Italy, La sportiva dell'anno, January 1985

Europe, Car of the Year 1985, November 1984



We were pleased when we won the European "Car of the Year" award for 1985 with our brand new Opel Kadett and Vauxhall Astra models. And we were delighted when we picked up almost all the other major automobile awards this year. Delighted — but not surprised. Because our General Motors Passenger Cars' European market performance this year has demonstrated that Europe's car buyers have been voting for us with their cheque books. In the first half of 1985, General Motors sold more Kadetts and Astras than ever before; in fact, overall, we delivered 30% more cars than the previous year. Opel is the leading make in 5 European markets and a growing number 2 in four more. In the U.K., the Vauxhall marketing thrust continues with another record breaking market achievement. In fact, the GMPCE brands sell better in more markets than any of our competitors. To understand why, call in at any of the 6500 GM dealers in Europe.

**OPEL**  **VAUXHALL**  
General Motors Passenger Cars in Europe

10/1 1985

Just in its

ADVERTISING SECTION

ADVERTISING SECTION



## The Ultimate Home Moviemaker

It weighs approximately two kilos (five pounds), runs on everything from a car battery to the household main, focuses automatically and threatens to turn an entire generation of business executives into do-it-yourself Hitchcocks and Fellinis.

The just-introduced Canon VM-E1 — trade-named the Canovision 8 — is everyman's hand-held videocassette camera, a device that uses a computer to analyze lighting and select lens openings and an infrared beam to determine focus. All the holder has to do is load, aim and shoot, with the result: brilliantly clear, well-focused color video.

Every executive on the road has had the experience of hearing a testimonial from a satisfied customer that he wished he could record on tape for marketing re-use. Or has seen a hutch in the manufacturing process which, if it could have been

recorded on tape for replay, would have been easy to solve. Or has seen customer reaction at the point of sale which, if captured on tape, could become the lead-in to a valuable sales training film. Now, capturing each of these moments on color tape is possible, thanks to Canon's easy-to-carry video camera. It may become as much a part of an executive's travel gear as a well-barreled attaché case.

This remarkable new all-in-one device is, in essence, both a zoom-lens television camera and a VCR. The new 8mm cassette it takes is hardly bigger than the one used in a car stereo, yet for up to 180 minutes it records in unmatched clarity of color. An array of buttons on the side of the camera permits an instant review of the last five seconds of each shot, and whole segments can be rewound and viewed instantly through the camera's viewfinder. No need to send film to a lab for processing.

When staff or family viewings are desired, it's possible to plug the camera right into the back of an ordinary television set and project the tape immediately.

Along with the normal accessory kit bag of long and wide-angled converters and aspherical filters, Canon offers the CG-E1 Character Generator, essentially an electronic title creator. The camera operator can print directly onto the tape everything from a title frame to captions to the end as the tape draws to a close.

"It's the ultimate home-moviemaking device," observes Canon's Yasunori Momoto. "It gives the customer a great ease of use, coupled with portability and excellent results. In short, we think it's a smashing product, a real winner in every sense."

Your local photography shop should have the Canovision 8 in stock before Christmas.

© 1985 Canon Inc. All rights reserved.

## Air and Sea Passengers Making German Chateau Wines Duty-Free Favorites



"If you want to meet the man who launched all this," says Carl Tintelnot, export marketing manager for Deinhard & Co., producer of some of Germany's finest wines, "you'll have to go to Nuremberg. He was a 17th-century wine merchant named Hanns-Christof Deinhard, and you'll find his portrait, wineglass clutched to his bosom, in a museum there."

His descendant, Johann Friedrich Deinhard, came here to Koblenz to start a wine business in 1794, and even though he was only 22, he succeeded. Deinhard has been in wine ever since.

Sure enough, the bearded, velvet-robed Hanns-Christof does peer out at the world from a wall in Nuremberg. The company that carries his name has levered itself up into the top rungs of international wine-making over the past 191 years. The firm is still family-owned and still ages much of its wine in vats three stories below the simple green-and-white offices facing a town square quite logically called Deinhardplatz after Koblenz's most widely distributed product.

"Size is not important to us," Tintelnot explains. "We're not the biggest wine producers in Germany. But we've become

famous for the *château* quality of our fine wines, which match the French in every respect. We own some of the finest vineyards in Germany, which help to ensure great vintages each year. More important, we've been exporting fine wines longer than most other German firms. In 1895, our firm sent its first rep to England, and he came back with £500 in orders, an unprecedented sale. Now we're selling to more than 80 countries, and year by year our export totals grow as the world sharpens its appreciation for fine wines."

The world's airlines are in-

(Above) Deinhard's historic headquarters in Koblenz.

(Left) Portrait of Hanns-Christof Deinhard, founder of the wine dynasty.

creasingly pouring Deinhard into passengers' glasses. Lufthansa, Air Canada and Northwest Orient are serving the Lila; Pan Am, American Airlines, British Airways, Cathay Pacific, Eastern, Varig and CP Air dispense Deinhard Rieslings.

Deinhard's success story in the air is matched in duty-free shops on the ground. "A few years ago," says Tintelnot, "you couldn't find wine in any airport or shipboard duty-free shop. They sold spirits, liqueurs, brandies only. But that's all changed now. Virtually all the major duty-free shops stock fine wines, and it's possible to buy them at considerable savings."

"We know the frequent flier has the taste and the pocketbook to appreciate and order fine wines. And their numbers are increasing all the time — up 40 percent in the past five years — which means they're a market we can't afford to ignore."

### ALL'S WELL THAT BEGINS WELL

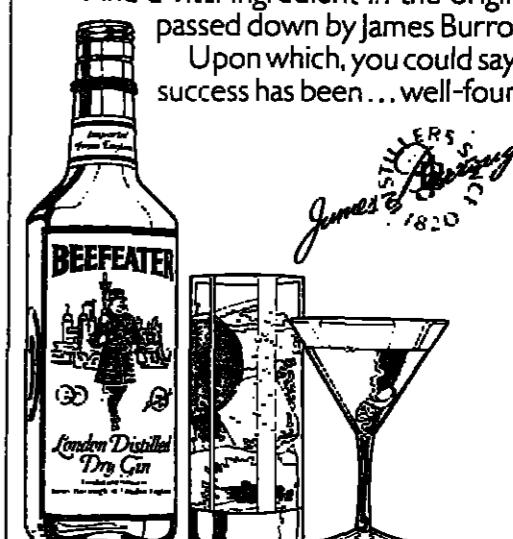
The excellence of Beefeater Gin springs initially from the water.

In fact from the Burrough family's own artesian well, a mere mile or so away from the Houses of Parliament.

It is the singular quality of this water that is so important to the distillation of really fine London Dry Gin.

And a vital ingredient in the original recipe passed down by James Burrough in 1820.

Upon which, you could say, Beefeater's success has been... well-founded.



THE GIN OF ENGLAND

## HENKELI TROCKEN



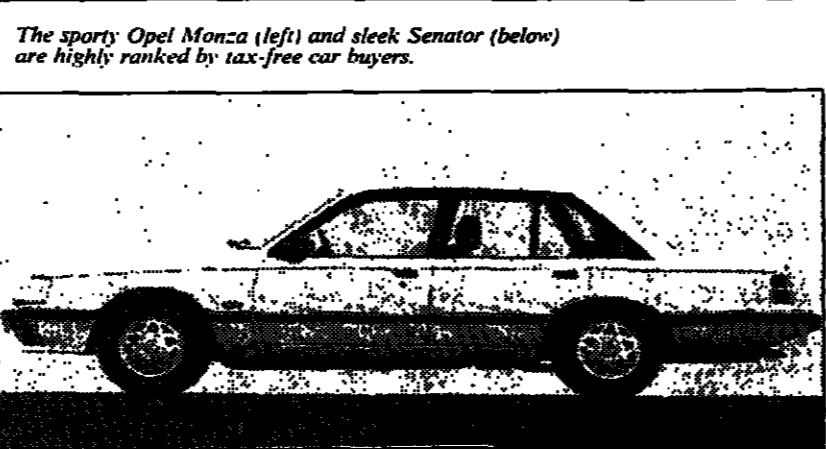
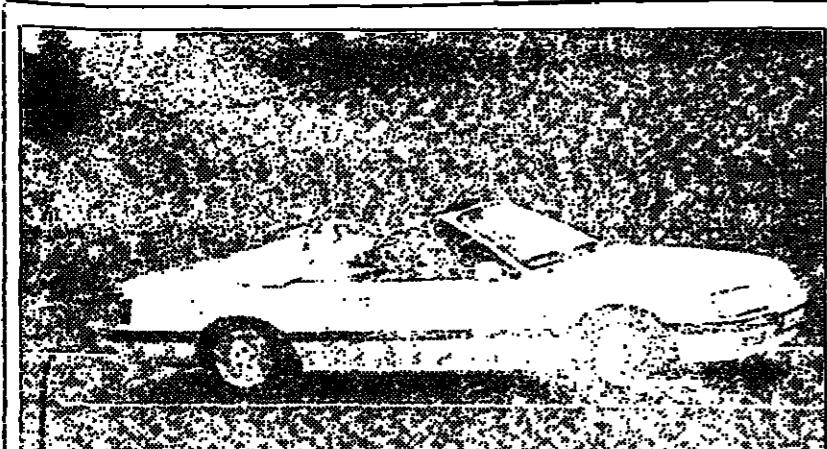
## LUXURY YOU SHOULD AFFORD.

Sibirskaya — a fine, mild and silky vodka. Made of a vigorous grain and water, unadulterated. Repeatedly distilled. Crystal clear. Among all the generous Russian vodkas it is the most generous one: Sibirskaya. The vodka for connoisseurs. Try it — there is no better vodka taste and no better vodka value.

VOODOO FROM RUSSIA IS GENUINE RUSSIAN VODKA.

PLODINEX





The sporty Opel Monza (left) and sleek Senator (below) are highly ranked by tax-free car buyers.

## Cars for Decision Makers

When the frequent airplane traveler gets his or her feet on the ground, those feet are soon headed for another form of modern transportation — the automobile. Reflecting the frequent traveler's lifestyle, that is most likely "a high-priced vehicle at the luxury level, with power status and prestige."

That description comes from John G. Bagshaw, executive director for European car sales and board member of Adam Opel AG, General Motors' German-based subsidiary. Bagshaw is describing the Senator and Monza, Opel's top-of-the-line models, which in Britain are sold by Vauxhall.

The Senator was introduced in the late 1970s as Opel's flagship in the upper price and performance class, with the Monza as its sports-car version. Although Opel is primarily a volume car maker, the company has traditionally included luxury cars in its range.

Currently, the Senator is available with 2.2-, 2.5- and 3-liter gasoline and 2.3-liter TD diesel engines. They are all available with 5-speed manual transmission or Opel 4-speed automatic. The 2.2-liter version also comes with a 4-speed manual transmission. The 3-liter model is capable of speeds up to 215 kilometers (135 miles) per hour.

Opel describes the Senator and the Monza as cars that "combine dynamic driving pleasure with reasonable costs of operation and a high level of safety and comfort. Reserved elegance distinguishes their appearance."

The luxury vehicle counts for only 7 percent of all car sales in the industry," Bagshaw said in his office at Opel headquarters in Rüsselsheim, West Germany. "Opel is really a mass-market vehicle, so luxury cars tend to be a fringe for us.

"It is the car purchased by opinion leaders, by the young and upcoming, and they influence the purchases of company

fleet vehicles and family second cars. If they have a successful



John Bagshaw heads Opel in Rüsselsheim.

experience with a Senator or a Monza, they will buy Opels for their company or as a second car for themselves. There will be a flow-on effect."

Being able to influence fleet car sales is especially important in Britain, where 7 percent of all new-car sales are for company fleets. Many British firms provide key employees with a company car and other perks, because they are more desirable

than highly taxable cash salary increases.

"Most employers allow a certain product choice within price classes," Bagshaw notes. "So the trick is to get an appropriate product in these price classes. There is a pecking order, just like the English class system."

He adds: "You must treat the eligible employees like retail customers. They are not interested in discounts or low-cost financing, although your starting offer must be attractive."

The eligible employees get their firm's list, which shows them what they are entitled to. But they also are exposed to advertising, like every other car buyer. "As the time draws close to when they may order their next fleet car, they start to read the auto advertising," he says.

But neither the company's fleet list nor auto advertising

may address what Bagshaw calls the "wish list."

While he headed car sales at Vauxhall before being transferred to Germany in 1983, Bagshaw launched market research on what the eligible employees really want. It turned out that traveling salesmen and others who did a lot of driving on business had specific desires. Here are some of them: a heated rear window (because an iced-up rear window delays them in the morning and fouls up their schedule); a passenger seat door mirror as an added safety factor for highway driving (and they do a lot of highway driving); a cassette player (so they don't have to fiddle around with the radio dial each time they drive out of a station's broadcasting range).

Influences toward the purchase of a car come from many sources. Recently, the Australian-born sales director heard them from the back seat of his Senator. His 9-year-old daughter did not like his plans to switch to a Monza. "She told me that she gets a better back-seat view from the Senator," he says. "Since German law requires her to sit in the back seat, she protested about any change."

When all these individual "wish lists" are multiplied by 16 countries, marketing takes on a kaleidoscopic effect. "The whole mix is a constantly moving target," he observes. "Customers' attitudes and expectations change."

Pinpointing the needs and fantasies of market segments is called niche marketing. "Niche marketing started with the whole trim-level thing," Bagshaw says, referring to extras such as special upholstery or door coverings. He points out that the bottom-of-the-line Corsa (Nova in Britain), a compact made in Spain, "can be up-marketed" in its trim level to the medium-price level of the Kadett (Astra in Britain), which is next up the line in the model range.

When the Monza GSE was introduced, its higher trim level was one of the main differences from other Monza versions. The GSE's trims include a leather steering wheel, board computer and Recaro seats in front. The GSE also has modified suspension for improved steering and road-holding ability and an additional rear spoiler for better aerodynamics.

The new Opel Kadett, introduced last autumn, was named Car of the Year 1985 by a jury of 51 auto journalists from 16 European countries. In the first half of this year, total sales for the new model, including its sister model, the Vauxhall Astra, improved by about 25 percent to take almost 13 percent of the European lower mid-size class. The largest market for the Kadett is Germany, where in the first half of this year the car held almost 23 percent of the market for its class. In the Netherlands, where Opel has been the leading make for 16 consecutive years, Kadett sales rose by more than 75 percent in the same period. In France, it was 85 percent.

## in the SHOPS

News from the Duty-Free Trade

Steve Cauthen is the young American jockey who has become king of racing in Britain. Fittingly, the Kentucky producers of Maker's Mark, which bills itself as "the most sought-after whisky in the world," recently bestowed its "Maker's Mark Award" on Steve. Heeding the advice "If you drink, don't drive," Steve took the piggyback route home, waving a bottle to remind shoppers that Maker's Mark (of which only 19 barrels a day are produced) is now on sale at major duty-free and tax-free shops.



Look out, Schiphol. Kastrup is taking aim at you. Casting envious eyes at the huge duty-free turnover in Schiphol airport's shops, Kastrup, the Copenhagen airport, is embarked on a \$16 million expansion program to double the size of the transit-hall shopping center, and increasing the variety of merchandise. A consortium of the Scandinavian Airlines System, the Danish domestic airline, and a number of shop owners is financing the scheme, dubbed Gateway Europe. The consortium has slashed certain duty-free prices to undercut the competition: scotch reduced from \$18 to \$12, vodka from \$7 to \$4 and perfume from \$54 to \$22.

One of the big hits of the duty-free trade show in Bangkok earlier this year was the introduction of Long John International's Royal Choice 21-year-old Scotch whisky. The new packaging is dramatic, making the whisky a very impressive gift item. It is now bottled in an attractive and luxurious Spode royal-blue ceramic decanter, specially created for the distillers. The decanter is finished in gold and comes in a blue suede box lined with gold silk.



The Parker Pen Co. has been selling a quality line of writing instruments in duty-free shops and overseas markets longer than most of its competitors. Along the way the firm has amassed considerable expertise in doing business abroad, which it has condensed into a useful report, "The Tower of Business Babel." The study analyzes the use (and misuse) of American English in international trade, warning against slang ("down the tubes"), sports jargon ("ballpark figures"), baby talk ("have to go to the little boys' room"), long-winded sentences and too-

swift speech when dealing with various nationalities. Copies are available at \$5 from: Public Relations Department, The Parker Pen Co., P.O. Box 1616, Janesville, WI 53547, U.S.A. Tel: (608) 755-7000.

*Bon Voyage* is compiled by Arturo Gonzales, Director of Communications, International Herald Tribune. The second part of this section appears in tomorrow's paper.

**...ein Spitzengerät besonderer Art, das alle Wünsche erfüllt, die man heute an eine Kamera stellen könnte...**

Germany's Foto-Magazin' leaves us with nothing else to say.

AMATEUR PHOTOGRAPHERS' GROUP  
FOCUS ITA  
PHOTOMAGAZIN / SERV  
PHOTO CHAMPIONSHIP  
PHOTOGRAPHY  
TUTTI PHOTOGRAPHI

**Canon** **70**  
European camera of the year '84.



Lufthansa

joyico 150



# Tuesday's AMEX Closing

Tables include the nationwide prices  
up to the closing on Wall Street  
and do not reflect late trades elsewhere.

*In The Associated Press*

12 Month		Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
A											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
B											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
C											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
D											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
E											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
F											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
G											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
H											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
I											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
J											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
K											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
L											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
M											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
N											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
O											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
P											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
Q											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
R											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
S											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
W											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
Y											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
Z											
12 Month	High	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.
12 Month	Low	Stock	Div.	Yld.	PE	\$1s	100s	High	Low	Out.	Chg.

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 2, 1985

## SYRIAN ARAB REPUBLIC

The General Organization for Land Development

### CALL FOR TENDERS

The General Organization for Land Development in The Syrian Arab Republic would like to get offers for the supply of equipment, installation and construction of the works as stated here in below in the region of Lower Euphrates Valley, Zone No. (1), Sector (7) near the city of Deir-EZOR.

— **LOT 1:**  
Main intake Pumping Station (from the Euphrates River); supply and installation of electro mechanical equipment with the following main characteristics: 5 pumping units of 2.4 m<sup>3</sup>/s at 9.05 m, head rotational speed 200-400 r.p.m., electrical motors and gears step down transformer station 2.5 MVA 66 kV/380 V in-and-outlet piping, screening plant.

— **LOT 2:**  
Lift Pumping Station:  
Supply and installation of electro mechanical equipment with the following main characteristics:  
2 Archimedean screws of 0.54 m<sup>3</sup>/s at 3.19 m, head diameter 1.60-1.800 mm, angle 38 degrees;  
Electrical motors 380 V and gears;  
Step-Down Transformer Station 100 kVA, 20 kV/380 V.

— **LOT 3:**  
Civil engineering works for the pumping stations (Lots 1 and 2) including main inlet canal from the Euphrates River (150 m), service roads, planting of fencing poles and fencing.

Taking into consideration that said project would be performed on the basis of an integral and complete unit including civil and electro mechanical works and only the procurements would be financed from the European Investment Bank.

Tender documents are available and may be consulted at the office of GOLD in Damascus, Malki Street, Jade Al-Bizra, and those who are willing could buy a copy of the tender documents from the above said address against remittance of SP. 2000.

Deadline for the submission of bids is fixed on Saturday, November 30th, 1985, at 2:00 p.m. local time.

Director General

Eng. Taha Al-ATRASH

## OIL & MONEY IN THE EIGHTIES.

LONDON, OCTOBER 24-25, 1985.

The sixth annual International Herald Tribune/Oil Daily Conference on "Oil and Money in the Eighties" will take place on October 24 and 25 in London.

The theme of this year's conference is "Surviving in a Competitive Environment". The program, designed for all senior executives in energy and related fields, will address the key issues affecting the current energy situation and assess future trends and strategies. Key speakers will include: H.E. Dr. Professor Subroto, Minister of Mines and Energy, Indonesia; The Honorable John S. Herrington, United States Energy Secretary; Allen E. Murray, President, Mobil Corporation; Arve Johnsen, President, Statoil and The Honorable John Moore M.P., Financial Secretary to the Treasury, United Kingdom.

For full details, please contact the International Herald Tribune Conference Office, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Telephone: (33-1) 747-12-65, Ext. 4568. Telex: 613595.

# Seize the world.



The International Herald Tribune. Bringing the World's Most Important News to the World's Most Important Audience.

## INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed)

The marginal symbols indicate frequency of quotations supplied: (d) daily; (w) weekly; (m) monthly; (1) annually.

Oct. 1, 1985

AL-MAL MANAGEMENT	\$ 167.07	Long Term	\$ 23.71	Loyalty Int'l Growth Fund	\$ 171.00
(i) Al-Mal Trust, S.A.	\$ 100.00	LT. INV. ADVISERS	\$ 11.24	Loyalty Int'l Income Fund	\$ 12.00
(i) Balfour, Balfour & Co., L.N.	\$ 10				

## Full EMS Role by U.K. Called Distant

By Bob Hagerty  
*International Herald Tribune*

**LONDON** — Economists at leading stockbrokers here generally do not expect Britain to become a full member of the European Monetary System soon, though some say chances are growing that the country will do so eventually.

Speculation of an imminent move has been building for months. Last Friday, it became so intense that the British pound plunged on the foreign exchange market, as dealers reasoned that British entry into the exchange-rate mechanism would require a big devaluation against the Deutsche mark.

"I think the markets are whipping themselves up into a fever," said Keith Skeoch, chief economist at James Capel & Co.

The EMS, put into effect six and a half years ago, is designed to allay such fevers by limiting the fluctuations of eight European currencies against one another. Full members are obliged to intervene in the foreign-exchange market or adjust interest rates to keep their currencies within certain bounds, adjusted periodically.

Technically, Britain is a member of the EMS, but the country does not participate in the exchange-rate mechanism at the heart of the system.

In what has become a liturgical response, spokesmen for the British Treasury say that the country will join the mechanism "when the time is right" and that the matter is "continually under review."

In Frankfurt, a spokesman for the Bundesbank said Tuesday that there are no discussions on British entry at present but that the West German central bank has repeatedly called for such a move.

Among reasons that the time is not right, many economists say, is the threat of a new drop in oil prices. Because Britain is a major oil exporter, the pound often swings violently when the oil market is unsettled. Such a swing would add volatility to the EMS and might force Britain into an embarrassing devaluation against other EMS currencies.

"It's very unlikely that the U.K. government would be stupid enough to join when the oil price might be about to break," said

Timothy Condon, chief economist at L. Messel & Co.

In addition, economists say the pound is overvalued against the mark, though the British currency has fallen to about 3.5433 DM from a high of 4.07 in July.

Roger Bootle, chief economist at Capel-Carey Myers, said a rate of 3.50 to 3.60 probably would be low enough to make British goods competitive on the continent. But Brendan Brown of Phillips & Drew argued that current EMS members would resist such a low rate.

In one case, Mr. Brown said, it is not clear that Britain should code sovereignty over its monetary policy. Prime Minister Margaret Thatcher seems sympathetic to this argument. Last February, she said that joining the mechanism "would inhibit some of our present freedom of action."

Full membership could, for instance, take away the option of stimulating the economy through deep cuts in interest rates should high unemployment become an even greater political problem.

Nonetheless, many industrialists favor the EMS on the ground that it would mean less exchange-rate uncertainty for exporters, and observers say the Treasury seems to be growing more sympathetic to the potential benefits.

For one thing, some economists say, full membership might allow Britain more freedom to reduce interest rates without raising fears that the pound would be allowed to drop indefinitely.

They also argue that a clear target range for the pound would provide the financial markets with a way of gauging whether British monetary policy is tight enough to prevent a resurgence of inflation. Now that analysis have lost faith in the main money-supply measure as a reliable guide, the Treasury "desperately needs some sort of anchor" for its policy, said Mr. Bootle, who expects Britain to become a full member of the EMS at some stage, possibly as early as next spring.

(Warren Geller in Frankfurt contributed to this article.)

## China Aims to Revive Shanghai's Commercial Importance

(Continued from Page 11)  
allow in foreign investment, technology and trade to help China's development.

Mr. Li believes that scarcity of supply is the hallmark of "socialism," by which he means Communist countries. He believes, nevertheless, that with experimentation and a mixture of freedom and planning, the problem can be solved.

He wants to help develop "our own model," combining the best elements of free enterprise and socialism. The Chinese Communists appear to be careful not to say a kind word directly about capitalism, but much of their writing and talking shows a growing appreciation of some of its virtues.

"I am confident we will see in the near future a more creative and dynamic Chinese enterprise," Mr. Li said. Asked when he expected this to happen, with supply catching up with demand, he replied: "By the year 2000."

There are less scholarly Shanghai residents who are equally hopeful about the future. At the Shanghai Number One Silk Printing and Dyeing Factory, a plant with 1,000 workers, a recent fashion show seemed to rival the best of Paris or Tokyo. The dancing teacher who had trained the show's models said she hoped that someday the Chinese leader would come to see them and understand what they were doing.

After the show, at a luncheon for foreign visitors to the factory, six Chinese around the table, when asked what country they most admired, responded as follows: Four said "America" and two said "Sweden." The four who said America were the plant's top managers, and the two who chose Sweden were the interpreters.

American executives here are more mixed in their reactions to what is going on in Shanghai. Many say there is a great deal of "hype" about the accomplishments of the open-door policy and the efforts to bring more foreign investment here. The

list prepared by the American Consulate, there are 14 Chinese-American joint ventures, including Shanghai Cosfira, a company dealing in esences; Shanghai Foxboro Co., which makes electronic process control instruments; Shanghai Offshore Petroleum Engineering Corp., which deals in rigs and related operations; Shenda Shipping Service Co.; Veico Dalong Offshore Oil Equipment Corp.; Cas Software Technology Corp.; Shanghai Wangan Computer Development Corp.; Shanghai Manan Unlimited Industrial Corp., which makes nylon zippers; Shanghai Cabot Hardfacing Corp., which makes hardfacing alloy powder; and Shanghai International Construction Administration Corp.

The list sounds impressive, but the total investment of the 14 joint ventures comes to only \$38.6 million.

There are, of course, many Japanese, West German, Dutch and other enterprises here as well: The

Japanese seem to be in first place, outnumbering the second-place Americans by more than 3-to-1 in personnel and investment, although official data are not available.

At a dinner given the other night by the Foreign Business Community, a largely American group, a number of executives complained of the difficulties of doing business with the Chinese — not just for the familiar reasons of bureaucratic delays but also because of the reported lack of respect that the Chinese have for contracts. A few of the Americans disagreed, however.

But there was full agreement among the Americans that the social scene in Shanghai could only be called boring. The closest thing to a den of iniquity that now exists, they said, is the bar at the Peace Hotel, which features a Chinese jazz band playing American hit tunes of the 1930's — when Noel Coward lived in the hotel, where he completed the draft of his play, "Private Lives."

That could be harder than Mr. Xia supposes. Government leaders and many common people are already distressed by the degree of corruption and pornography and "spiritual pollution" that appear to have blown in through the Open Door.

## U.S. Securities Underwriters Do Well, Europeans Less So

By James Sterngold  
*New York Times Service*

**NEW YORK** — While the stock and bond markets struggled for much of the third quarter, which ended Monday, business was strong for securities underwriters in the United States. In Europe, however, the market was soft.

The upward trend in offerings of common stock continued. After a modest \$4.3 billion worth was issued in the first quarter, the second-quarter total was \$6.8 billion and the amount rose to \$7 billion last quarter, according to figures released Monday by Securities Data Co.

The third-quarter total included the huge \$750-million equity offering of Rockefeller Center Properties in September.

There was also a good supply of debt securities, with \$27.2 billion issued, according to Securities Data. This was down slightly from the \$27.5 billion in the second quarter.

But Securities Data reported a decline in the volume of securities offered in the Euromarket in London. Euromarket offerings fell to \$35.3 billion, from \$39.4 billion in the second quarter.

The giant of the U.S. market, Salomon Brothers Inc., remained in leading place in the third quarter, underwriting \$8.7 billion of securities, giving it about 23 percent of the total market, according to Securities Data.

In the Euromarket, the Swiss-American venture, Credit Suisse First Boston Ltd., maintained its dominant role. But there was a notable shift by Nomura Securities Co., the Japanese investment house, which rose to seventh spot from 10th in the second-quarter global rankings, Securities Data reported.

## BUSINESS PEOPLE

### Biogen Names New Chief Executive

By Brenda Erdmann  
*International Herald Tribune*

**LONDON** — Biogen NV has named James L. Vincent as chief executive, filling a post that has been vacant since Walter Gilbert, the 1980 Nobel chemistry prizewinner who co-founded the company, resigned abruptly last December.

Mr. Vincent, 46, will also be proposed for election as chairman of the biotechnology company at the next meeting of its board, the company said.

Mark B. Skalansky, who had been acting chief executive of Biogen, continues as its president.

Mr. Vincent joins Biogen from Allied Signal Inc., where he was group vice president and president of Health & Scientific Products Co. Allied's recent entry into the health-care industry.

Before he joined Allied-Signal in 1982, Mr. Vincent was executive vice president and chief operating officer of Abbott Laboratories Inc.

Biogen, which has operations in

Geneva and Cambridge, Massachusetts, makes new pharmaceutical products through genetic engineering. It was founded in 1978.

Regis McKenna Inc. has named Bruce LeBoss president of intercontinental operations. Mr. LeBoss, who will be based in London, formerly was executive vice president and general manager of Regis McKenna, which is based in California and provides marketing and communication services to high-technology companies.

Hamilton Oil Corp. of Denver

said that Ernst G. Knapp, president of Volvo Energy Corp. and Bjorn Ahlstrom, president and chief executive of Volvo North America Corp., had been elected directors. This gives Volvo AB, the Swedish automaker and energy concern, four seats on the Hamilton Oil board. Volvo owns about 49.9 percent of Hamilton's outstanding shares.

Siemens Corp., a maker of computer graphic systems based in Herzliya, Israel, has named Arthur Low president. Mr. Low, formerly executive vice president, succeeds Efraim Arazi, who remains chairman and chief executive. Ben-Zion Navach was named to the new post of executive vice president and chief operating officer. He formerly was head of research and development in the Israeli Ministry of Defense.

Master Systems International

has named Richard A. Milley as director of marketing for Europe, based in Reading, England. He had been in the Santa Clara, California, head office of the parent, Master Systems Corp., as director of marketing for the western part of the United States. Master designs, makes and services information-management systems within large companies.

F.W. Hols & Co., the Mel-

bourne-based investment banking

and stockbroking group, has ap-

pointed Eli Ternata to the new

post of economist, based in Lon-

don. Among his duties, he will

advise Hols clients in Britain, Europe and North America on de-

velopments in the Australian econ-

omy. Before joining Hols, he had

been with Rabobank Nederland;

and before that, with the Aus-

tralian Treasury in Canberra.

Mr. Kyal gets 1,000 letters a

week, most of it fan mail. "I've

gotten two marriage proposals."

Other executive stars include

Bernard Matthews, chief executive of Bernard Matthews PLC. Mr.

Matthews started the company in

the 1950s. In Britain, he is known

as the Turkey King, or alternately

as "Bootiful." In the television

commercial, Mr. Matthews, a country lad who started out as an auctioneer clerk, says his branded

poultry products are "bootiful" in

a heavy Norfolk accent.

In the Netherlands, Anton

Dreesen, chief executive of Ven-

der International NV, the large

Dutch retail and services group,

was the first Dutch chief executive

to get on television to sell Express

Parcel Systems.

Mr. Kyal gets 1,000 letters a

week, most of it fan mail. "I've

gotten two marriage proposals."

Other executive stars include

Bernard Matthews, chief executive of Bernard Matthews PLC. Mr.

Matthews started the company in

the 1950s. In Britain, he is known

as the Turkey King, or alternately

as "Bootiful." In the television

commercial, Mr. Matthews, a country lad who started out as an auctioneer clerk, says his branded

poultry products are "bootiful" in

a heavy Norfolk accent.

In the Netherlands, Anton

Dreesen, chief executive of Ven-

der International NV, the large

Dutch retail and services group,

was the first Dutch chief executive

to get on television to sell Express

Parcel Systems.

Mr. Kyal gets 1,000 letters a

week, most of it fan mail. "I've

gotten two marriage proposals."

Other executive stars include

Bernard Matthews, chief executive of Bernard Matthews PLC. Mr.

Matthews started the company in

the 1950s. In Britain, he is known

as the Turkey King, or alternately

as "Bootiful." In the television

commercial, Mr. Matthews, a country lad who started out as an auctioneer clerk, says his branded

poultry products are "bootiful" in

a heavy Norfolk accent.

In the Netherlands, Anton

Dreesen, chief executive of Ven-

der International NV, the large

Dutch retail and services group,

was the first Dutch chief executive

to get on television to sell Express

Parcel Systems.

Mr. Kyal gets 1,000 letters a

week, most of it fan mail. "I've

gotten two marriage proposals."

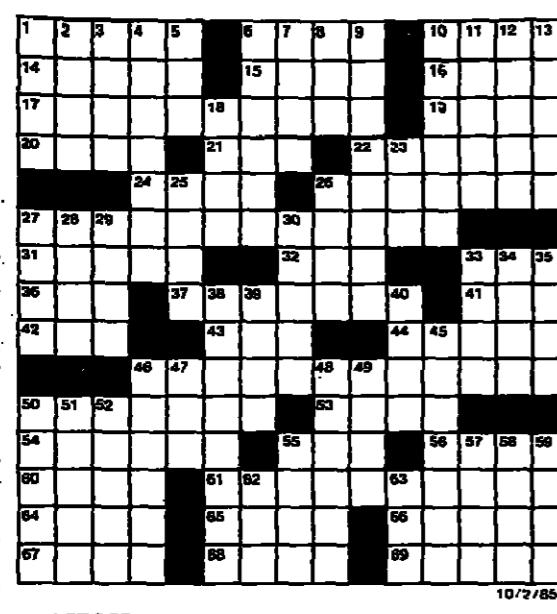
Other executive stars include

Bernard Matthews, chief executive of Bernard Matthews PLC. Mr.

Matthews started the company in

the 1950s. In Britain, he is known

as the Turkey King, or alternately



**ACROSS**

- 1 Tree at Malibu?
- 2 Thug
- 10 Midwestern campus site
- 14 Pond growth
- 15 Jai-
- 16 Reputation
- 17 Carson sub
- 19 Horror-film role
- 20 Forever— day
- 21 Curious, in writing
- 22 Well mannered
- 24 Compliments for Fido
- 26 Mining troughs
- 27 Noted clarinetist
- 31 Nautical "Halt!"
- 32 Former energy org.
- 33 Rowan
- 36 Latin leader
- 37 Oblique
- 41 Bishop's jurisdiction
- 44 Almost always
- 45 Popular comic
- 50 Foreign products
- 53 Sen. Cranston
- 54 Paucity
- 55 Compass pt.
- 56 Dull

**DOWN**

- 60 Film director
- 61 Filmdom's Dogwood
- 64 Advantage
- 65 View from Abu Simbel
- 66 Like a King
- 67 Pause in the action
- 68 "Stage—," Ginger Rogers film
- 69 Anthony and Clarissa
- 1 Low, in Leon
- 2 N. C. college
- 3 "My word!"
- 4 Party snacks
- 5 "Art & Love" song
- 6 Asia's border lake
- 7 A first name in fashion
- 11 Enchantment
- 12 Chew the scenery
- 13 Ancient Chinese
- 18 "Tell— the Marines!"

**ACROSS**

- 23 Yes, to Pierre 25 P.M. periods
- 26 Dele's antithesis
- 27 Yugoslav coin
- 28 Like Steven?
- 29 Judd Hirsch series on TV
- 30 Jinn
- 31 Carter
- 32 Concerning
- 34 Try to find
- 35 Female lobsters
- 36 End of a poker game
- 38 These may be fine
- 39 Picasso's "—Maar Seated"
- 43 Held lovingly
- 46 Forgive's companion
- 47 Rover's scrap
- 48 Bacon serving
- 49 Like the sky over Paris, at times
- 50 Gooft-off
- 51 Union general
- 52 Hunger pains
- 53 Town on the Vire
- 57 Hard to come by
- 58 Related symbols of industry
- 62 Any Venetian canal
- 63 Pawnee's cousin

**BEETLE BAILEY**

**BLONDIE**

**ANDY CAPP**

**WIZARD OF ID**

**REX MORGAN**

**GARFIELD**

© New York Times, edited by Eugene Maleska.

### DENNIS THE MENACE



"A BOOK IS LIKE TV, ONLY YOU HAVE TO THINK UP THE PICTURE IN YOUR HEAD."

**JUMBLE** THAT SCRABLED WORD GAME by Henri Arnold and Bob Lea

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

**KANCK**

**BUCCI**

**ABANCA**

**YUIRPT**

Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Print answer here: **□** **□** **□** **□**

Yesterday's Jumble: **ABOT** **PROXY** **INFLUX** **DAMASK**

Answer: What a chip on the shoulder usually is—JUST PLAIN "BARK."

**WEATHER**

**EUROPE**

**AFRICA**

**MIDDLE EAST**

**ASIA**

**LATIN AMERICA**

**WEATHER**

**WEATHER**</p

## SPORTS

**Saberhagen Wins 20th Game of Year As Royals Pull Into Tie With Angels***The Associated Press*

KANSAS CITY, Missouri — Walking Doug DeCinces to bring up Reggie Jackson with two out in the ninth inning was not exactly Bret Saberhagen's plan of attack. Striking out on three straight pitches didn't figure in Jackson's plans, either.

But those were the final two vignettes in a high-tension drama

**BASEBALL ROUNDUP**

here Monday night that saw the Kansas City Royals end an untimely three-game losing streak by beating California, 3-1, and pull back into a tie for first place with the Angels in the American League's Western Division.

"Reggie made it kind of exciting

**Niekro Denied No. 300***The Associated Press*

NEW YORK — Pitcher Phil Niekro could only sigh with weary relief after one of the toughest days of his 46 years.

Niekro, who spent the early part of the day at the bedside of his ailing father in West Virginia, failed Monday night for the fourth time to become the 18th pitcher in major-league history to win 300 games. The Yankee knuckleballer left with two out in the eighth and the Baltimore Orioles leading, 4-2. But Don Mattingly's two-run homer in the ninth tied the game, and minutes later Don Baylor's single drove in Dave Winfield with the winning run in New York's 5-4 victory.

It was the fifth straight victory for the Yankees, who moved to within five games of idle Toronto, the leaders in American League's Eastern Division. The Blue Jays' magic number for clinching the title remained at three games.

"That should give Toronto something to think about," said the haggard Niekro. "We won the ball-game. If we'd lost, it would have been tough."

Niekro, who arrived at Yankee Stadium three hours before the game began, said, "I called Billy [Manager Billy Martin] this morning and said I would be there to pitch and I would bring my shoes."

Niekro drew 161 pitches as he battled Baltimore's Mike Flanagan, who had beaten the Wheeling, West Virginia, hospital where their 72-year-old father is seriously ill with internal bleeding. The brothers then drove to Pittsburgh, where they caught a flight back to New York.

Niekro walked Cal Ripken with two out in the eighth and the Yankees seven straight times since Aug. 15, 1980, and has had only one Oriole victory in 13 games this season against New York.

With the score tied 2-2 in the seventh, Niekro walked Cal Ripken with one out and Eddie Murray followed with a single that sent Ripken to third. Fred Lynn then grounded a go-ahead single through the hole at shortstop. Wayne Gross made it 4-2 in the eighth with his 11th homer. Manager Billy Martin pulled Niekro with two outs and the bases loaded; Neil Allen came on to strike out Eddie Murray.

Niekro, who gave up 12 hits and

walked six, won his 29th game on Sept. 8 against Oakland. Since then, he has lost to Toronto and twice to Detroit before Monday's no-decision. He is scheduled to pitch one more 1985 start — in the season finale Sunday in Toronto.

Twins 7, White Sox 1: In Minneapolis, Bert Blyleven pitched a five-hitter and Kent Hrbek scored the go-ahead run in the third, when Chicago catcher Carlton Fisk dropped the ball for an error. Kirby Puckett went 4-for-4 and Dave Engle added a three-run homer in support of Blyleven, who struck out seven and completed his major-league high 23d game of the year.

With the score tied, 1-1, in the third, Hrbek's smash off Britt Burns went for a triple. Shortstop Ozzie Guillen took the relay and threw home in plenty of time to get Hrbek, trying for an inside-the-park home, but Fisk dropped the ball attempting to make the tag.

Rangers 5, A's 3: In Arlington, Texas, Jeff Russell struck out a season-high eight and scattered six hits during his eight innings to lead Texas past Oakland.

Padres 6, Dodgers 4: In the National League, in Los Angeles, outfielder Jerry Davis recorded his first game-winning RBI in the major leagues when he singled home Miguel Dilone from second base with the tie-breaking run in the ninth. With the loss, the Dodgers' magic number for clinching the Western Division remained at two.

Giants 4, Reds 3: In San Francisco, Don Gladden's two-out ninth-inning RBI single off relief Ted Power gave the Giants their second victory over Cincinnati.

Braves 6, Astros 3: In Houston, Dale Murphy's 11th-inning single drove in the go-ahead run and Claudell Washington added a two-run homer to seal Atlanta's victory.

Braves 4, Cardinals 3: In St. Louis, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Brewers 6: In Milwaukee, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.

Reds 7, Rockies 6: In Denver, Tom Glavine pitched a four-hitter and the Cards' three errors proved costly.</

## OBSERVER

## Sic Gloria Transit

By Russell Baker

**N**EW YORK — When we're coming our way we're called the old American man that says, "When terrified, go shopping." As a result, we now have:

Ten gallons of bottled drinking water.

A carton of canned cold consomme soup. (Doesn't have to be heated before eating; our electric stove is useless whenever wind takes down the power lines.)

Two spare car openers. (Our regular can opener is always lost when it's needed, and the manufacturing industry being what it is these days, by buying two can openers you might get one that works.)

A battery-operated radio.

A backup set of radio batteries guaranteed to last up to six months. (In case of an unusually long hurricane.)

A regular-size flashlight and a giant-size flashlight. (The regular size for hunting for lost car openers; the giant size in case we have to go outside — we don't want neighbors to think we can't afford the biggest.)

A molded tarpaulin car cover to fit over the automobile. (Guaranteed to keep hurricane-force rains from getting through the crack in the windshield.)

Forty feet of tarpaulin-car-cover tie-down rope. (When tied to the car cover and lashed around the car axles, this is guaranteed to keep the tarpaulin car cover from blowing away in winds up to 110 miles per hour.)

Brightly colored tarpaulin-car-cover kite tail. (If winds exceed 110 mph this will not only give the tarpaulin car-cover excellent aerodynamic stability in the upper atmosphere but will also, thanks to its bright coloring, make identification and recovery easier after the hurricane.)

Three dozen elegantly tapered candles fit for the finest table. (The store had locked up all its cheap candles at the first hurricane warning.)

Four silver candelabra which Vincent Price wouldn't be ashamed to be caught in the same haunted house with. (These were a bit pricy, but anything cheaper would not have done credit to the candles.)

Six rolls of masking tape for

taping across big window panes to avoid "shrapnel effect" created when high winds propel shards of broken glass through the air. (We don't have any big window panes, but bought the tape anyhow, figuring we could immobilize the cats safely in the cellar by wrapping them mummy-style in masking tape.)

Two large tanks of propane gas. (I don't know what to do with propane gas even on a clear day, but the radio said to have some available.)

Five gallons of milk and 10 large family-size loaves of bread. (As I explained to an angry woman who protested my taking all the bread and milk left in the store, we have an infant baby in the house.)

Three gallons of gin, three gallons of rum, two cases of unpretentious California zinfandel and two quarts of brandy. (We have an infant baby in the house.)

A water-resistant pet signaling collar that can be strapped around cats just like a flea collar. (When cats are blown far away by hurricane winds, the personalized radio signal transmitted by the pet signaling collar on the local police radio frequencies will make it easy for the police to locate and rescue the poor creatures. The signal passes readily through most substances, including masking tape.)

Two rowboats fully equipped with oars, bailing pumps, culling compound and street maps. (To facilitate emergency movement during heavy flooding, we decided on two rowboats since the children were bound to demand the use of one to visit friends.)

New cosmetic kit — including comb, hair mouse, spray-on rouge, slip-over teeth caps, etc. — all packaged in a waterproof oil-skin bag. ("Guarantees you can be ready to go on camera in just seconds or less should you be asked for interviews by marauding TV crews during floods, ship disasters at sea, water-main breaks or hurricanes," according to the literature accompanying the warranty.)

A cord of wood and a quantity of kindling. (To make toast and warm house while waiting for devastation to be cleared away.)

Carrier pigeons to transport vital news reports to printing presses.

New York Times Service

## Good Grief! Charlie Brown Is 35

**N**EW YORK — He doesn't look a day over 10, but Charlie Brown and the rest of the "Peanuts" gang are celebrating their 35th birthday today.

"Peanuts," which sprang from the fertile mind of Charles M. Schulz when he was 27 years old, has generated 30 television specials, four movies, two Broadway plays and countless merchandise. The collected strips have sold more than 300 million copies in book form. In a recent interview with Leonard Maltin of "Entertainment Tonight," Schulz, 62, reflected on the evolution and longevity of his "Peanuts" comic strip. Excerpts:

**Maltin:** Do you feel that your whole life has been pretty much to this medium?

**Schulz:** Yes, I sometimes say that I'm not sure that it was a great addition, but my dad and I enjoyed the funny papers. My mother used to say, "How could you sit there and laugh at something so loud? I don't understand that."

**Maltin:** Did you ever have any wavering of thought about what you were going to do with your strip?

**Schulz:** I had a few doubts that I wasn't able to do it. Right after high school I sent an application to Walt Disney and got turned down flatly, but that didn't discourage me. I used to see how good some of the cartoonists were and I wanted to sit at home in my bedroom and draw comic strips after comic strip.

**Maltin:** I think I've always been obsessed by the medium. It's a strange medium because it isn't given much glory in our society. It's still regarded our notch below burlesque. I'm afraid. And so, you have to be very careful to judge the compliments that you get when people say how good something is that you're doing.

**Maltin:** Are you the kind of person who believes that if you want to get a job done right, you've got to do it yourself?

**Schulz:** No, and I'm not sure that I'm the person that probably can even draw this strip the best. There are other people who can draw much better than I can but I think I have a certain feel for this. I think I may not be the best comic strip artist that has ever

Courtesy National/ The Washington Post  
Charles M. Schulz

lived, but I bet I know more about drawing comic strips than anybody who has ever been in this business. I have a feel for this rather insignificant business.

**Maltin:** Did you ever have any wavering of thought about what you were going to do with your strip?

**Schulz:** Well, for one thing I wanted to get the reader right down on the level of the characters. We never use camera angles so that we're looking down on the kids. There has to be a consistency here and I think there is a consistency in the style of the caricature, all the way through. The ears are caricatured to the same extent that the nose and eyes and fingers and everything is. Now, I think warmth is very, very important. Cartoon characters should have warmth.

**Maltin:** What about the actual style or format? Has any of that changed over the years?

**Schulz:** It's difficult to tell until I look at some of the reprint books and then I see that, yes, I could have drawn that better.

**Maltin:** You don't notice it when you're drawing day after day after day. The characters do change. They get smaller, they get taller and they shrink and then you find a reprint book coming out a year or

two later and then you think, "Charlie Brown is getting a little too tall, or Snoopy's stomach is too big to draw the way it should be."

**Maltin:** What character has changed the most in your strip?

**Schulz:** Snoopy! Snoopy started off as simply a cute little dog, a cute little puppy and then he grew to a very grossly caricatured dog with a long neck and I can't believe I drew him that way in those days. If the syndicate had any sense, they would have called me up and said, "You're fired, we hate the way you're drawing." But I have to keep going back to warmth. There was hardness to the strip. I destroyed the uniqueness away from Snoopy. It destroyed the little relationship between him and the kids.

**Maltin:** How do you keep your enthusiasm working on a strip day to day?

**Schulz:** Yeah, sometimes it's not that fascinating. Some Sunday pages, when you think of the idea you know it's just going to be plain hard work. And others you can hardly wait to draw it because it's going to be so much fun — especially if there's a lot of action and a lot of wild expression and things like that. Then it's fun to do. But if it's going to be Schroeder playing the piano with Lucy leaning on it for 12 panels, that's just plain hard work.

**Maltin:** I think you get a lot of mail.

**Schulz:** I received a letter from a young girl last year who said she thought it was time for Lucy to stop pulling away the football from Charlie Brown and that it was kind of cruel. Now, she may be right. As the year goes on, you look at things a little bit differently. I mellowed considerably. I'm not as sarcastic as I used to be and the characters in the strip aren't as sarcastic.

**Maltin:** Do you feel that you're consciously trying to do a more artistic comic strip?

**Schulz:** It is pretty decent humor. I think that we have done has been pretty decent.

Maybe it sounds prudish but I don't think there is anything too tall, or Snoopy's stomach is too big to draw the way it should be.

**Maltin:** Have you ever caught yourself consciously changing something about the characters?

**Schulz:** I suppose the most consistent thing would be trying to tone Lucy down so she is not as mean as she might have been. I've eliminated characters because they just didn't work. I eliminated Frieda's cat because I discovered that I really didn't draw just a very good cat. Also, the introduction of certain characters spooked the other characters. I introduced another brother for Snoopy a couple of years ago simply because I thought the name Marbles was a great name for a dog who would be spotted, but I discovered having another dog in the strip took the uniqueness away from Snoopy. It destroyed the little relationship between him and the kids.

**Maltin:** What character has changed the most in your strip?

**Schulz:** Snoopy! Snoopy started off as simply a cute little dog, a cute little puppy and then he grew to a very grossly caricatured dog with a long neck and I can't believe I drew him that way in those days. If the syndicate had any sense, they would have called me up and said, "You're fired, we hate the way you're drawing."

**Maltin:** How do you keep your enthusiasm working on a strip day to day?

**Schulz:** Yeah, sometimes it's not that fascinating. Some Sunday pages, when you think of the idea you know it's just going to be plain hard work. And others you can hardly wait to draw it because it's going to be so much fun — especially if there's a lot of action and a lot of wild expression and things like that. Then it's fun to do. But if it's going to be Schroeder playing the piano with Lucy leaning on it for 12 panels, that's just plain hard work.

**Maltin:** I think you get a lot of mail.

**Schulz:** I received a letter from a young girl last year who said she thought it was time for Lucy to stop pulling away the football from Charlie Brown and that it was kind of cruel. Now, she may be right. As the year goes on, you look at things a little bit differently. I mellowed considerably. I'm not as sarcastic as I used to be and the characters in the strip aren't as sarcastic.

**Maltin:** Do you feel that you're consciously trying to do a more artistic comic strip?

**Schulz:** It is pretty decent humor. I think that we have done has been pretty decent.

## PEOPLE

## Balloon Race Winner

The winner of the 1985 Gordon Bennett Balloon Race was the Austrian balloon, piloted by Joseph Starkbaum and Gert Scholz, which landed at Samary, near Toulon, in France, 312 miles (492 kilometers) from the takeoff point in Geneva, Switzerland. The balloon was the last balloon to land, touching down Monday after spending 44 hours in the air and flying only 42 miles.

A Los Angeles telethon for the victims of the earthquake in Mexico drew more than \$5.2 million in pledges from viewers outside the United States, officials said. "This was all organized in one week and it went wonderfully. We're very proud of it," said Laura Valverde of KMEX, a Spanish-language television station. The money will be sent to the Mexican Red Cross to set up clinics and to buy medicine and food, an American Red Cross spokeswoman, Mirta Rodriguez, said.

A Live Aid book has gone on sale in the United States, featuring pictures and interviews of the stars who participated in July's concert to raise money for the victims of famine in Africa. Bob Geldof, the Irish lead singer for the Boomtown Rats, who organized the event, said 200,000 copies of the book have already been sold in Britain and 300,000 copies of a magazine version had been bought in France. Geldof said donations to Live Aid so far totalled roughly \$67 million but said the campaign left him broke. He said that friends had to put up the money for him to fly to New York to promote the book.

A daughter has been born to Mary Cunningham, the former Bendix Corp. executive who quit her job in 1980 amid rumors of a romance with her boss, William Agnew, whom she later married. Mary Alana Agnew, weighed in Monday at 9 pounds 4 ounces (4.4 kilograms), said Susan O'Brien, a spokeswoman at St. Margaret's Hospital for Women in Boston. Cunningham recently left her post at Joseph E. Seagram & Sons to work full time on the venture capital business she formed with Agnew.

Christina Onassis, 34, has filed for divorce from her fourth husband, the French businessman Thierry Roussel, source close to the Onassis family said Tuesday. The sources said the divorce petition was filed last month in Switzerland, where Onassis is a resident of St. Moritz. Onassis, who heads a shipping and real estate empire inherited from her father Aristotle Onassis, married Roussel, 33, in France in 1984. The couple have an eight-month-old daughter, Athina.

Australian-born Sir William Heseltine is to become Queen Elizabeth II's private secretary when Sir Philip Moore retires next April. Buckingham Palace announced Tuesday, Heseltine, 55, has been appointed private secretary since 1977. He was formerly the queen's press secretary, and in that role he was credited with shaping the modern royal image of a hard-working "family firm." Sir Philip, 64, has been in his current post since 1977. The main function of the private secretary is as liaison between the queen and her government.

Prime Minister Margaret Thatcher's favorite food is zucchini stuffed with shrimp and served

with a cheese sauce, according to a new book published in Britain. Janet Collins asked her to contribute a recipe to "Famous Fare," a book about the favorite foods of well-known people in Britain. She said the book was compiled to raise money for a children's hospital in Oxford, England. Other contributing recipes included Edward Heath, the former prime minister; Princess Alexandra; and Robert Runcie, the archbishop of Canterbury.

A daughter has been born to Mary Cunningham, the former Bendix Corp. executive who quit her job in 1980 amid rumors of a romance with her boss, William Agnew, whom she later married. Mary Alana Agnew, weighed in Monday at 9 pounds 4 ounces (4.4 kilograms), said Susan O'Brien, a spokeswoman at St. Margaret's Hospital for Women in Boston. Cunningham recently left her post at Joseph E. Seagram & Sons to work full time on the venture capital business she formed with Agnew.

Australian-born Sir William Heseltine is to become Queen Elizabeth II's private secretary when Sir Philip Moore retires next April. Buckingham Palace announced Tuesday, Heseltine, 55, has been appointed private secretary since 1977. He was formerly the queen's press secretary, and in that role he was credited with shaping the modern royal image of a hard-working "family firm." Sir Philip, 64, has been in his current post since 1977. The main function of the private secretary is as liaison between the queen and her government.

## REAL ESTATE FOR SALE

## PARIS &amp; SUBURBS

## 6TH EXCEPTIONAL

## Luxurious 4/5 rooms, on private garden

## RAISE IN PARIS. 294 59 52

## ST. CLOUD. Luxury 4 bedrooms apartment

## with garden, view, terrace, ref.

## 504 66 20

## AVENUE MONTAIGNE

## Spacious 4/5 rooms, about 130

## sq.m., heated, Fitted &amp; furnished

## with air-conditioning and electric

## aircon, upper floor.

## exceptional studio apartment.

## High 50 sq.m. studio apartment.

## exceptional studio apartment.